

PN. ACF-976

10 20 11



U S AGENCY FOR
INTERNATIONAL
DEVELOPMENT

U S Agency for International Development
Business Support Services
G/EGAD/BD
1300 Pennsylvania Avenue, NW
Washington, D C 20523

GTN Business Support Services

Asia and the Near East: *A Resource Guide*

March 1998

PREPARED BY DEVTECH SYSTEMS, INC
CONTRACT NUMBER AEP-0232-C-00-4035-00
FOR U S AGENCY FOR INTERNATIONAL DEVELOPMENT

Table of Contents

Global Technology Network (GTN)	4
GTN Business Support Services	5
Introduction to the U S Agency for International Development	
USAID's Approach to Foreign Assistance	6
Why Foreign Aid?	6
Democracy and Human Rights	7
Encouraging Broad-based Economic Growth	7
Stabilizing Population Growth and Protecting Human Health	7
Protecting the Environment	7
USAID in Asia/Near East	
Introduction	8
Achieving Results	9
Fiscal Year 1998 USAID Program in Asia/Near East	12
Fiscal Year '98 Funding by Country	13
Activity Data Sheets and Program Summaries by Country	
Israel	14
Egypt	14
India	18
Bangladesh	21
West Bank and Gaza Strip	23
Philippines	24
Indonesia	26
Cambodia	28
Jordan	30
Nepal	31
Morocco	32
Lebanon	34
Mongolia	35
Sri Lanka	36
Asia/Near East Regional Programs	36
USAID Procurement	
What Does USAID Purchase?	38
How Does USAID Advertise Procurement Opportunities	38
Additional Sources of USAID Information	39
Sources of Finance for Asia/Near East	
Abu Dhabi Fund for Arab Economic Development	40
Arab Bank for Economic Development	40
Arab Fund for Economic and Social Development	40
Asian Development Bank	41
Export-Import Bank of the United States	41
Ex-Im Programs for Small Businesses	42
Islamic Development Bank	43
Kuwait Fund for Arab Economic Development	43
Middle East/North Africa Growth Fund	44

OPEC Fund for International Development	45
Overseas Private Investment Corporation	45
OPIC Funds	46
Saudi Fund for Development	47
U S Small Business Administration	48
SBA Programs	48
World Bank	49
International Finance Corporation	50
Multilateral Investment Guarantee Agency	51
U S Government Sources of Asia/Near East Trade Information and Services	
Central Intelligence Agency	51
Department of Commerce	51
Department of State	53
Department of Agriculture	53
U S Trade and Development Agency	55
Non-Governmental Asia/Near East Organizations	
Arab Industrial Development and Mining Organization	55
Arthur Houghton Associates, Inc	56
Egyptian American Businessmen's Association	57
National U S -Arab Chamber of Commerce	57
US-ASEAN Business Council	58
U S -India Business Council	58
U S Morocco Council on Trade and Investment	59
Asia/Near East Embassies in the United States	60

*To order any of the following Global Technology Network
Business Support Services publications,
call 1-800-872-4348 or send an e-mail to usgtn@usaid.gov*

These guides are available on the Internet at www.usgtn.org/regional or [/sector](http://www.usgtn.org/sector)

Asia and the Near East A Resource Guide

Financing Guide South and East Asia

Central and Eastern Europe A Resource Guide

Financing Guide Central and Eastern Europe

Haiti A Resource Guide

Latin America and the Caribbean A Resource Guide

Financing Guide Latin America and the Caribbean

The New Independent States A Resource Guide

Sub-Saharan Africa A Resource Guide

Financing Guide Sub-Saharan Africa

Agribusiness A Resource Guide

Energy and the Environment A Resource Guide

Healthcare A Resource Guide

Housing and Construction A Resource Guide

Telecommunications A Resource Guide

GLOBAL TECHNOLOGY NETWORK (GTN)

www.usgtn.org

The Global Technology Network facilitates the transfer of U S technology to USAID-assisted industry sectors and countries. As USAID missions and local public and private sector partners identify development problems, GTN, through its extensive databases, matches the developing country's needs with specific U S companies having the appropriate technology to address the problem. GTN focuses on identifying international business opportunities in **Agribusiness, Communication & Information Technologies, Environment, and Healthcare**.

Business opportunities are identified by a network of participating in-country public and private sector representatives. Technology transfer opportunities are transmitted from the field and electronically matched with U S firms registered in GTN's sector databases. Trade lead information is then faxed or e-mailed to appropriate U S companies.

Global Technology Sectors

Agribusiness

GTN identifies business opportunities within 226 sub-sectors, including agricultural systems development, crop and animal production/equipment, food processing, and agroforestry.

Communications & Information Technologies

GTN tracks opportunities in 60 sub-sectors, such as computer technology, education and training, and telecommunications infrastructure.

Environmental Technology

GTN covers over 600 different sub-sectors within the environmental field, including pollution control, treatment and disposal, and clean technologies.

Health & Population Technology

GTN includes 193 sub-sectors in the healthcare field, including healthcare centers, education, economics/administration, medical supplies and equipment, and pharmaceuticals.

To register for a GTN database, contact

U S Agency for International Development
Global Technology Network
G/EGAD/BD/GTN
Washington, DC 20523
Tel (800) 872-4348
Fax (202) 216-3526

GTN BUSINESS SUPPORT SERVICES

www.usgtn.org/ctis

GTN's Business Support Services (BSS) is the counseling and information services arm of the USAID Global Technology Network (GTN). BSS is staffed with regional and industry analysts specializing in USAID-assisted countries. Clients can access BSS by a toll free 1-800 number (within the continental United States), fax, mail, and Internet. Each request is handled on a one-on-one basis to ensure that assistance is appropriate and timely. BSS also offers international business counseling to small- and medium-sized businesses interested in USAID contracts and procurements.

By providing information about process, procedures, programs, and opportunities, BSS fosters a large, competitive pool of knowledgeable and qualified companies that bring new ideas and solutions to development work with USAID.

The Business Support Services has counseled and provided information to over 16,000 private sector firms since opening in the fall of 1992. BSS maintains a large, growing network of business and trade associations interested in USAID procurement opportunities and trade leads in emerging and developing markets.

- **Business Counseling** - BSS provides one-on-one international business counseling to firms interested in contracting and procurement opportunities with USAID and/or expanding to those markets where USAID has a presence.
- **Business Information Notices** - BSS disseminates timely information related to emerging and developing markets and business opportunities in USAID countries and industry sectors, and works closely with its clients to identify relevant opportunities. BSS also disseminates current market data, notices on promotional events, and other relevant business intelligence.
- **Information Services & Publications** - BSS proactively develops and disseminates comprehensive industry and regional business resource guides on USAID and other international development programs.
- **Conference Marketing** - BSS assists USAID Missions and related organizations in marketing conferences, seminars, and workshops that complement USAID strategic objectives.

All BSS publications may be ordered through the Washington, DC office at

U S Agency for International Development
Global Technology Network
G/EGAD/BD/GTN
Washington, DC 20523
Tel (800) 872-4348
Fax (202) 216-3526
E-mail ctis@usaid.gov

In addition to BSS in Washington, DC, USAID has outreach offices on the West Coast (Huntington Beach, California) and in the Midwest (Chicago, Illinois). The USAID Midwest Business Opportunities Center serves the states of Illinois, Indiana, Iowa, Michigan, Minnesota, Missouri, Ohio, Wisconsin.

Contacts	USAID West Coast Outreach Program	USAID Midwest Business Opportunities Center
	c/o Golden West College	The Merchandise Mart, Suite 2400
	15744 Golden West Street	200 World Trade Center Chicago
	Huntington Beach, CA 92647	Chicago, IL 60654
	Tel (714) 895-8134	Tel (312) 467-0550
	Fax (714) 895-8117	Fax (312) 467-0615

INTRODUCTION TO THE U S AGENCY FOR INTERNATIONAL DEVELOPMENT

www.info.usaid.gov

USAID's Approach to Foreign Assistance

USAID uses foreign assistance as a policy tool to effectively move nations toward free markets, free governments, and greater prosperity. U.S. foreign assistance is used to respond to pressing humanitarian crises around the globe and to help the victims of floods, famine, and war.

Open governments and open markets go hand in hand. When considering a nation for development assistance, USAID looks at a number of important factors including:

- Strategic interests
- A country's commitment to social and economic reform
- Willingness to foster democracy
- Ability of a nation to work as a good development partner

Most economists agree that significant economic growth and a better quality of life do not come from economic policy alone. Economic growth is spurred by a proper blend of good government, sound economic policies, and investments in key social sectors like education, health, and environment. USAID's programs help create an enabling environment for economic growth and higher standards of living by focusing on the four areas (outlined below) that have the greatest impact in the developing world today. To promote development, USAID works in close partnership with other U.S. government agencies, U.S. firms, private voluntary organizations, indigenous groups, and universities.

The assistance that the U.S. taxpayers provide to the developing world is ultimately in the self-interest of the United States. USAID's programs address the primary causes of social instability and underdevelopment by joining in partnership with the government and citizens of the country to address mutually identified problems. Development is sustainable when it permanently enhances the capacity of a society to improve its quality of life. Thus, while addressing problems in any one of USAID's major sectors, the Agency is also able to achieve the facilitation of progress in the other areas. This is because programs aim at increasing participation and empowerment. USAID's programs bring people at all income levels into the economic, social, and political processes so that they may contribute to and benefit from national progress. Sustainability also creates lasting trade and social linkages between the United States and the developing world.

USAID is based in Washington but derives strength from its field missions abroad. USAID staff work with teachers, farmers, microentrepreneurs, nurses, and other members of the local community in Africa, Asia and the Near East, Latin America and the Caribbean, Central and Eastern Europe, and the New Independent States of the former Soviet Union.

Why Foreign Aid?

Foreign aid addresses fundamental threats to American security in the post-Cold War era. This new generation of threats is marked by the breakdown of international order, mass migrations, and the failure of nations. Foreign assistance is a vital foreign policy tool for preventing crises and avoiding the high cost of peacekeeping and emergency relief operations. By fostering an enabling environment for free markets and increasing the economic capacity of developing nations, foreign aid creates markets abroad for U.S. goods and helps ensure the economic

well-being of the United States into the next century By the year 2000, four out of five consumers will live in the developing world Last year alone, U S exports to developing countries grew by over 14 percent

U S foreign assistance has contributed to major breakthroughs like the "Green Revolution" in India, the worldwide eradication of smallpox, the widespread use of oral rehydration therapy to save the lives of millions of children each year, and the holding of free elections in countries like South Africa and El Salvador The lives of more than 3 million children are saved each year as a result of USAID-sponsored immunization programs USAID assistance also helped millions of entrepreneurs start or improve their own small businesses

Since 1961, USAID has been charged with implementing programs which further American self-interest and demonstrate American humanitarian concern *Spending less than one half of one percent of the federal budget*, USAID works in four interrelated areas crucial to achieving U S foreign policy objectives

1) Democracy and Human Rights

Because democratic regimes contribute to peace and security in the world and because democracy and respect for human rights coincide with fundamental American values, the Clinton Administration has identified the promotion of democracy as a primary objective of U S foreign policy Foreign assistance is a natural vehicle for achieving this goal Democratization is an essential part of sustainable development because it facilitates the protection of human rights, informed participation, and public sector accountability Faltering democracies and persistent oppression pose serious threats to the security of the United States and other nations Stable democratic nations make the best trading partners for the United States and help promote international security

2) Encouraging Broad-Based Economic Growth

USAID's strategy for encouraging environmentally sound, broad-based economic growth focuses on strengthening markets, investing in people, and enhancing opportunity and access through support for new or significantly-strengthened, hemispheric-wide, catalytic institutions The programs aim at improving education and market efficiency and performance, expanding market opportunities, and expanding access to markets for all social groups

USAID helps the people of developing nations become participants in the economic and political lives of their nations, thus creating markets for the United States and reducing global poverty USAID supports policy reforms in key sectors by strengthening economic and political institutions critical to good governance, by encouraging the effective functioning of the markets, by investing in human resources, especially the education and health of people, and by aiding projects designed to promote sustainable economic growth

3) Stabilizing Population Growth and Protecting Human Health

USAID supports Population, Health, and Nutrition (PHN) programs in over 67 countries in Asia, Africa, Latin America, the Middle East, and Eastern Europe USAID health activities include family planning, prenatal and postnatal care, and successful treatment of sexually transmitted diseases (STDs) In addition, as the HIV/AIDS virus spreads, USAID is revising its programming to include needed funding for STD and HIV/AIDS prevention

4) Protecting the Environment

Environmental problems increasingly threaten the economic and political interests of the United States and the world at large Both industrial and developing nations contribute to this threat America's own well-being is directly threatened by worldwide environmental degradation In the long run, we cannot escape the effects of global climate change, biodiversity loss, and natural resource depletion USAID's programs effectively work to combat some of these global challenges Better and more efficient management of natural resources also increases prospects for lasting economic growth

USAID IN ASIA/NEAR EAST

Introduction

U S interest in the Asia and Near East (ANE) region ranks among the top in the world due to the importance of promoting peace and stability in the Middle East and strengthening the development of countries in the Asia region, which is the fastest growing U S export market As Figure 1 demonstrates, funding for this region has increased each fiscal year since 1995 Figure 2 shows that ANE receives more of USAID's budget than any other region * For the United States, the ANE region poses great development challenges, but it can also yield substantial benefits USAID's assistance program is a carefully targeted effort that focuses on measurable results and sustained benefits to enhance the interests of the United States

Figure 1
USAID Funding for Asia/Near East
(in \$US thousands)

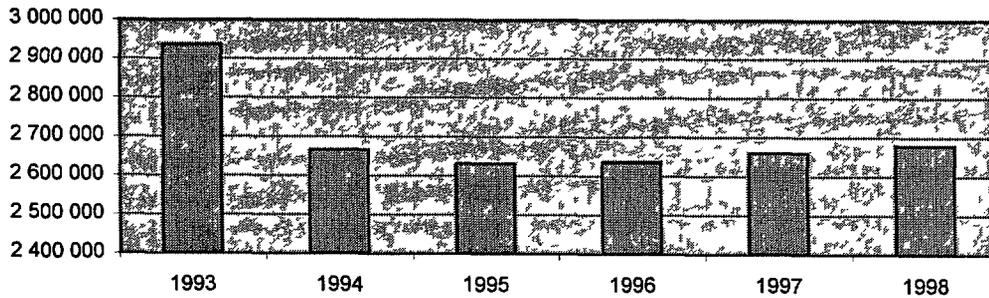
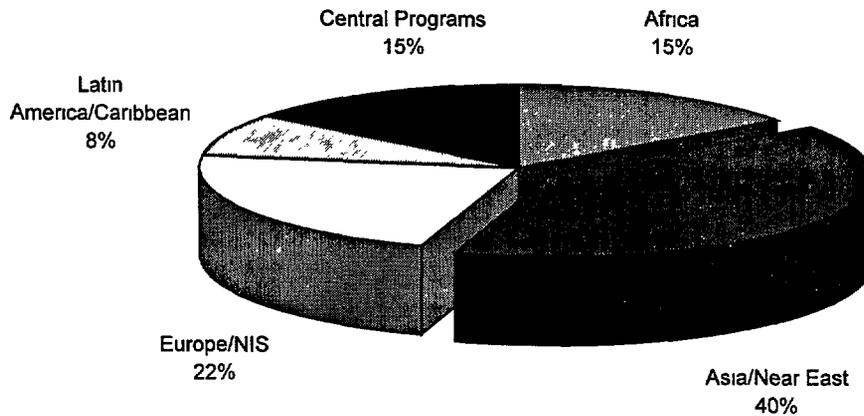


Figure 2
USAID Fiscal Year 1998 Budget Request by Region



*Economic Support Funds for Israel and Egypt, combined account for 75.2% of USAID's spending in the Asia/Near East region

Achieving Results

The ANE program supports five key priorities within the four major USAID strategic objective areas (Democracy and Governance, Encouraging Broad-Based Economic Growth, Stabilizing Population Growth and Protecting Human Health, and Environment and Energy)

- 1 Securing comprehensive peace in the Middle East (*Democracy and Governance Economic Growth Environment*)
- 2 Strengthening trade and technology links (*Economic Growth Environment*)
- 3 Addressing global issues affecting regional stability and economic development, such as rapid population growth, HIV/AIDS, and environmental (*Economic Growth Population and Health Environment*)
- 4 Strengthening democratic participation and governance (*Democracy and Governance*)
- 5 Reducing gender disparities (*Democracy and Governance, Economic Growth Population and Health*)

Progress in Securing Peace in the Middle East

The United States provides global leadership to the Middle East peace process, and USAID is making significant contributions. The U S -Egyptian Partnership for Economic Growth and Development, launched by Vice President Gore and Egypt's President Mubarak in September 1994, is targeting economic growth and job creation in Egypt, as well as economic and commercial ties with the United States. USAID's leadership has focused the combined efforts of the U S Government and the private sector to promote increased export-oriented economic growth and to help Egypt emerge as an economic base for regional trade. The success of the November 1996 Cairo Economic Conference is testimony to the growing economic linkages between Israel, its Arab neighbors, and the United States.

USAID supported the January 1996 elections in the West Bank and Gaza. In this history-making event, the Palestinians elected their first democratically chosen self-governing authority. USAID also provided budgetary support, through the multi-donor fund, to maintain health and education services and to facilitate the transition of key social services to the Palestinians. USAID also helped to create jobs through loans to small businesses, facilitate the development of industrial zones, upgrade water systems in Rafah, Nablus, Hebron, Ramallah, and 21 West Bank villages, lay the groundwork for potable water systems that serve 270,000 Palestinians, and reduce sewage flooding in Gaza City.

Progress in Strengthening Trade and Technology Linkages

The thriving investment climate is buttressed by selective USAID assistance. Five ANE countries receiving USAID assistance (Indonesia, the Philippines, India, Israel, and Egypt) purchased \$3 billion or more of U S goods in 1995. These countries also received \$1.6 billion in U S foreign direct investment in 1995, and U S investors received \$2.8 billion in earnings on past investment. USAID plays an important catalytic role in this dynamic region by supporting key sectoral reforms and investments that increase incomes and create a growing demand for U S exports, including agricultural products, and environmental, telecommunications, and energy technologies.

Most ANE countries have been lowering both tariffs and non-tariff barriers to imports with USAID assistance. The Agency's assistance for the reform of key sectoral policies also spurs growth of incomes and jobs at the same time that it increases trade and technology links with the United States. In areas with persistent pockets of poverty, USAID supports investments in microenterprise credit, agriculture and agribusiness, and rural infrastructure. These investments are designed to reduce poverty and build a sound foundation for the long-term development of future

U S export markets USAID micro-finance programs in ANE are among the most successful in terms of scale, profit, and targeting of the poor

Progress in Addressing Global Issues Population, Health, and Environmental Problems

USAID encourages an integrated approach to working on global problems, involving linkages among sectors and development partners Therefore, in dealing with population and health issues, USAID supports mechanisms that facilitate investments in education, family planning, health, and nutrition The success USAID had in reducing population growth directly reduces pressures on the environment Likewise, many USAID programs link environmental management with economic growth, health, and democracy initiatives

Impressive gains have been made in reducing total fertility rates in ANE countries, which represent some of the most populous countries in the world USAID investments over the past decades have improved delivery of family planning services in ANE countries, offering couples a wider range of contraceptive methods and providers of services These investments have also empowered couples to make informed decisions regarding their family size and have convinced governments of the importance of meeting needs for family planning and reproductive health services

USAID's child survival program has been vital in preventing childhood deaths and illness globally Millions of children have been saved from dying of acute respiratory infections, tetanus, measles, and other preventable childhood diseases In the ANE region, infant and child mortality and morbidity rates are continuing to decline sharply as a result of sustained child survival initiatives

Women's health is being given greater emphasis in the region Goals have been set to lower maternal mortality and morbidity rates, which are alarmingly high in countries like Nepal and Bangladesh The 1994 Cairo Population and Development Conference was catalytic in increasing awareness of and the need for action among governments and donors to improve women's health, along with reducing fertility and improving child health

More than 50% of the world's new HIV/AIDS infections occur in Asia India alone is expected to have 10 million cumulative infections by the year 2000 Epidemiological surveillance remains inadequate in Asia, especially in those countries where governments have not yet recognized and addressed the seriousness of the rapid spread of HIV USAID has responded through bilateral agreements and a major regional program that focus on increasing access to and use of condoms, improving knowledge and practice of HIV and other sexually transmitted infection (STI) risk-reduction behavior, promoting better STI case management, addressing cross-border transmission, and assistance to involved organizations in countries where USAID does not have a field mission

The ANE region faces a variety of environmental challenges that imperil the sustainability of its rapid economic and social development These challenges include deforestation, depletion and degradation of coastal and marine resources and biodiversity, a shortage of clean energy sources, global climate change, industrial pollution, and a shortage of urban infrastructure USAID programs in these areas focus on developing solutions that yield economic, public health, environmental, and democratic benefits

USAID and its partners have spearheaded a new approach to forest, coastal resources and biodiversity conservation by promoting decentralized, community-based, natural resources management This approach aims at linking income generation and public input into decision-making to the conservation and sustainable use of biological resources With USAID leadership, precedent-setting new laws and policies to promote this approach have been adopted in countries across Asia To reduce global greenhouse gas emissions, USAID works to enhance efficiency in energy production and use and to develop cleaner and renewable energy sources

In Egypt, the construction of sewage treatment plants continues, bringing service to millions more people In Asia, the privatization of finance mechanisms for urban infrastructure, pioneered in the Philippines, is being replicated in other countries such as Indonesia and India USAID continues to promote the judicious use of water to reduce or

prevent conflict. Approaches used in the past to improve irrigation efficiency in Egypt and Nepal are now being replicated in Jordan and Morocco. The Agency has also just begun a new initiative to resolve water conflicts in the Middle East.

Progress in Strengthening Democratic Participation and Governance

Due to the tremendous political diversity among the countries in the ANE region, USAID provides important assistance to the peaceful transition to and consolidation of democratic states and societies. USAID also assists more developed democracies to strengthen decentralization and participation at the local level and promotes the economic and social empowerment of women.

In Mongolia, USAID support for a multi-party system helped produce national elections that signaled a dramatic advance in the country's transition to democracy. In Bangladesh, USAID assistance in voter awareness and registration helped prepare for fair and inclusive parliamentary elections, which introduced a new government and ended the prolonged crisis. The USAID program in Cambodia has focused on rebuilding the legal system devastated by genocide, civil war, and foreign occupation. USAID assistance helped reform commercial and penal codes, develop a system of legal aid for the poor, and strengthen human rights groups.

USAID programs continue to support rule of law and encourage democratic transitions in Indonesia. In 1995 USAID-supported NGOs pushed for reforms in such areas as labor regulation, alternative dispute resolution, environmental conservation, and government adherence to Indonesia law and international human rights standards.

Progress in Reducing Gender Disparities

The ANE region has the widest gender gap in the world. While women in all other regions of the world outlive men, life expectancy for women in South Asia is equal to or lower than men's life expectancy. Education, literacy, and women's empowerment are increasingly recognized as essential to reduce fertility and infant mortality, increase women's participation in the economy, increase efficient use of natural resources, and expand democracy.

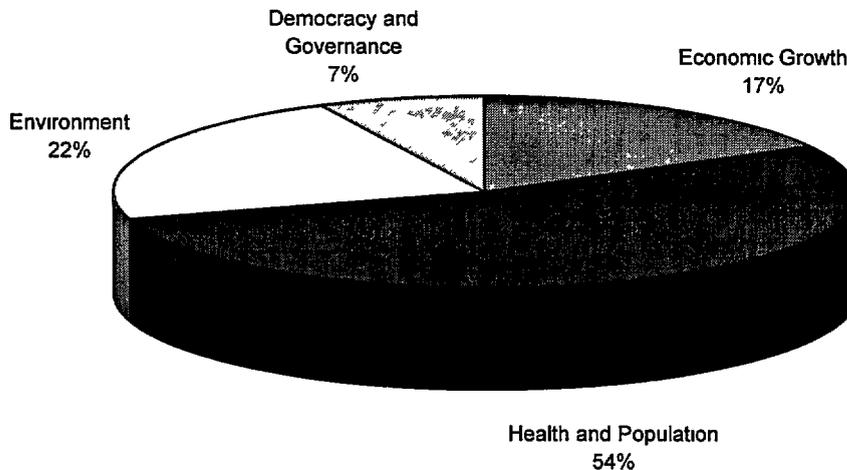
USAID's Women in Politics (WIP) program supports the political empowerment of women through a regional network and country-specific programs. The network has held regional workshops for developing strategies concerning the placement of gender issues on the national policy agenda and has created a cross-cultural curriculum for training women political leaders.

FISCAL YEAR 1998 USAID PROGRAM IN ASIA/NEAR EAST

The total Development Assistance request for Asia and the Near East is \$310,000,000. As Figure 3 demonstrates, *Economic Growth* activities account for the largest part (\$52,500,000 or 16.9%) of the total. *Health and Population* will continue to be the biggest global investment at \$165,700,000 (53.4%). Funding will emphasize institutional and financial sustainability, particularly for mature programs, and transaction planning in some sectors for two of the most successful countries. *Environment* programs and support activities that would prevent further environmental degradation account for \$69,100,000 (22.3%). USAID *Democracy and Governance* activities, which focus on strengthening local institutions and organizations, total \$22,700,000 (7.3%).

Economic Support Funds, requested at \$2,264,000,000, are mostly directly linked to the Middle East peace process and will support development activities in West Bank and Gaza, Egypt, Lebanon, and Jordan. In addition, a smaller amount is targeted at two countries in transition, Cambodia and Mongolia, and for U.S. treaty undertakings for access to South Pacific tuna fisheries. PL 480 Title II programs in Asia/Near East include \$4,880,000 for Afghanistan.

Figure 3
Development Assistance Funds by Sector for ANE, Fiscal Year 1998



Fiscal Year '98 Funding by Country
(in thousands of US dollars)

Country	Development Assistance*	Economic Support Funds**	PL 480 Title II***	Total
Israel		1,200,000		1,200,000
Egypt		815,000		815,000
India	55,700		80,122	135,822
Bangladesh	56,305		19,520	75,825
West Bank/Gaza		75,000		75,000
Philippines	50,561			50,561
Indonesia	46,500			46,500
Cambodia		37,000		37,000
Jordan	2,500	25,000		27,500
Nepal	23,115			23,115
Morocco	15,672			15,672
Lebanon		12,000		12,000
Mongolia		7,000		7,000
Sri Lanka	7,000			7,000
Afghanistan			4,880	4,880
ANE Regional	33,647	93,000		126,647
US-AEP	19,000			19,000
Total Spending	310,000	2,264,000	104,522	2,678,522

Source FY 98 Congressional Presentation

**Development Assistance (DA) support programs aimed at improving the economic and social well-being of developing countries. By using an integrated portfolio of activities aimed at promoting broad based and sustainable economic growth, stabilization of population growth rates and improved health for children and adults, protection of the environment and increased democratic participation in open governments, USAID strives to create the economic and social stability needed for the next wave of U.S. trading partners to evolve and increase its democratic allies around the world.*

***Economic Support Funds (ESF) advance economic and political foreign policy interests of the United States. To the extent feasible, the use of ESF conforms to the basic policy directions underlying USAID's sustainable development assistance. ESF can finance balance of payments and economic stabilization programs frequently in a multi-donor context. ESF are used to support countries in transition such as Haiti and Cambodia and to promote peace and stability in such countries as Israel, Egypt, West Bank/Gaza, Turkey, Ireland and Cyprus.*

****PL 480 Title II Program—USAID's Food for Peace programs (P.L. 480) provide both humanitarian and sustainable development assistance in the form of U.S. agricultural commodities. In addition, they also fund the farmer-to-farmer exchange program and a grant program to U.S. private voluntary organizations and cooperatives implementing P.L. 480 activities. Although requested by the Department of Agriculture, Titles II and III are administered by USAID.*

Title II provides resources to U.S. private voluntary organizations and the World Food Program to implement sustainable development programs to improve the food security of needy people, either by the direct distribution of agricultural commodities or the use of local currencies generated by the sale of these commodities in the recipient country. Title II also provides the vast majority of U.S. food assistance used to respond to emergencies and disasters around the world.

Activity Data Sheets and Program Summaries by Country

(In descending order of allocated funds)

Israel	
<i>(as a percent of allocated funds in thousands of dollars)</i>	
Funds	Encouraging Economic Growth
ESF	1,200,000 100%

Encouraging Broad-Based Economic Growth

The fundamental USAID objective in Israel is to reduce Israel's balance of payment pressures as it continues to pursue the economic reforms required for financial stability and the structural adjustments needed for rapid sustainable growth. Though the U.S. cash transfer is not conditioned on economic policy reform, the on-going U.S. State Department-chaired Joint Economic Development Group encourages Israeli reforms to reduce government spending and deficits, to improve tax and public wage structures, to increase privatization, to reform labor markets, and to continue to liberalize its trade regime. The cash transfer is used by Israel primarily for repayment of debt to the United States, including Foreign Military Sales debt and purchases of goods and services from the United States.

There is no USAID Mission office in Israel.

Egypt				
<i>(in thousands of dollars and as a percent of allocated funds)</i>				
Funds	Building Democracy	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment
ESF	24,000 2.9%	620,000 76.1%	49,000 6%	122,000 15%

Building Democracy

Increased Civil Society Participation in Public Decision-making

The purpose of this project is to increase civil society participation in the formal decision-making process by increasing the effectiveness of civil society groups, including elected and voluntary officials. USAID support focuses on increasing the effectiveness of civil society organizations through technical training and assistance to develop leadership, planning, management, and team building skills. USAID is now planning to expand this concept to include special interest groups with specific interests in lobbying and advocacy. The Agency has also recently initiated a policy-based program with the Egyptian Government to increase devolution of authority to local government and increase its participation in the rural development process.

USAID implements these activities through the *National Council of Negro Women* and two firms *Management Sciences International* and *Development Associates*.

Improved Civil Legal System

This project serves to improve the operation and performance of Egyptian civil courts as well as the quality of judicial and legal services with respect to commercial and other aspects of modern law in order for the legal system to serve the emerging private sector more effectively. There are two activity areas: 1) automation of streamlined court procedures along with the requisite training, and 2) enhancing judicial knowledge of legal trends in the fields of Egyptian commercial and contracting laws.

USAID implements activities through the *American-MidEast Education and Training Service* and the *United States Information Agency*.

Encouraging Broad-based Economic Growth

Accelerated Private Sector-led, Export-oriented Economic Growth

The purpose of this project is to double the rate of economic growth and employment generation by increasing private sector exports, increasing the productivity of private enterprise, accelerating privatization, and improving Government of Egypt (GOE) support of competitive markets. One of USAID/Egypt's major objectives is to help the Egyptians develop export opportunities. To accomplish this, USAID is assisting Egypt with trade liberalization measures under the Sector Policy Reform Program (SPRP) and the Agricultural Policy Reform Program. Other activities supporting export development include agricultural research, targeting horticultural crops for the export market, the development and expansion of a modern telecommunications system to facilitate international business contacts, and technical support for private non-governmental organizations.

To support policy reform, USAID's SPRP makes available \$200 million annually to Egypt for cash transfers. This program is complemented by technical assistance to help the GOE develop, carry out, and evaluate select elements of its reform program. For example, USAID helped the GOE increase sales tax revenues, which rose from the equivalent of about \$90 million to \$3 billion per annum, thus helping to reduce the budget deficit. Other progress in meeting targets in 1996 included major reforms to facilitate exports and the privatization of 15 companies, five banks, and one insurance company. Over the next year, SPRP will promote key GOE reforms to strengthen the financial sector, promote trade liberalization through continued reduction in tariffs and other import/export barriers, and foster growth in the Egyptian private sector.

The Agricultural Policy Reform Program focuses on various reform measures, including pricing, marketing, and trade, private investment and privatization, efficiency of public investment and sustainable agriculture, water use and management policies, and food security reforms. Technical Assistance for Agricultural Policy Reform assists USAID and the GOE to study, develop, and monitor the impact of policy reforms.

The Small Enterprise Credit (SEC) supports activities to expand access and opportunities for Small and Emerging Businesses. SEC assists the development and eventual sustainability of institutional mechanisms capable of effectively providing assistance to Small and Emerging Businesses, using various non-governmental organization (NGO) intermediary organizations that combine financial, technical assistance, training, and other services needed by the Small and Emerging Businesses.

Nathan Associates is working on trade and regulatory reform. *Chemonics International*, the *Center for International Private Enterprise* and the *International Executive Service Corps* are working to strengthen private sector market institutions. *Arthur Andersen* is the prime institutional contractor and *International Business and Technology Consultants Inc* is the monitoring and evaluation contractor for privatization efforts. *The National Cooperative Business Association*, *Agricultural Cooperative Development International* and *Environmental Quality International* all assist with programs to support small and emerging businesses. *General Electric*, *Westinghouse Electric*, the *International Resource Group* and *Babcock and Wilcox* are all involved in power sector development. *General Telephone and Electrical*, *AT&T* and *Booz Allen and Hamilton* provide equipment and services for telecommunications equipment.

Increased Participation of Girls in Quality Basic Education

The purpose of this program is to increase girls' participation in quality basic education. This strategy emphasizes areas where the gender gap in enrollment is greater than 60 girls per 100 boys. USAID has defined three objectives that include the necessary conditions for increasing girls' participation in quality basic education: 1) an appropriate supply of facilities, curriculum, and teaching methodologies, 2) an increased demand for and awareness of the need for girls' educational services, and 3) a broader policy environment supporting quality, flexibility, and other incentives to girls' attendance.

The Principal Contractors, Grantees, and Agencies have yet to be determined.

Increased Use of Egyptian Universities in Quality, Demand-driven Applied Research

This project will improve and increase the utilization of Egyptian universities in the solution of key developmental and technological problems through engaging the universities in joint, demand-driven applied research activities with counterparts from U.S. universities. The project strengthens and institutionalizes the process of utilizing university researchers and encourages long-term relationships between participating Egyptian and U.S. universities. It also develops and sustains a strong relationship between Egyptian universities and end-users by initiating and catalyzing a demand-driven research process and by actively involving these end-users in each stage of the applied research process. The project emphasizes assistance to private sector end-users and the solution of problems related to the growth and development of this sector.

The main contractor providing technical assistance under this project is *Mendez-England and Associates (ME&A)*, a firm that provides assistance in financial and project management to the principal implementing agency, the *Foreign Relations Coordination Unit of the Egyptian Supreme Council of Universities*. The grantees are the Egyptian and U.S. universities receiving the applied research grants.

Improved Human Capacity Development System Linked to Strategic Priority Areas

The purpose of this project is to strengthen the management and technical capabilities and enhance the professional performance of individuals and groups serving in Egyptian governmental and private sector entities, including universities, NGOs/PVOs, and other key developmental institutions. This objective through the Developmental Training 2 (DT2) activity will address two developmental problems: 1) the need for customer-focused training opportunities that fully support strategic priority areas, and 2) the need for a consolidated, focused training management system that effectively plans and implements training activities while concurrently demonstrating strategic results. DT2 consists of three activities: the training activity, an in-country English language testing and training activity to prepare Egyptian trainees for overseas training conducted in English, and an activity to fund external evaluations and required audits.

The Principal Contractors, Grantees, or Agencies for this program are to be determined.

Stabilizing Population Growth and Protecting Human Health

Sustainable Improvements in the Health of Women and Children

This strategic objective aims to improve the quality and availability of child and reproductive health services as well as to ensure the sustainability of improved systems through cost recovery and policy reform. Sustainable improvements in the health of women and children in Egypt are being realized through the achievement of four interrelated objectives: 1) increased knowledge and improved health behavior in households, 2) improved quality and utilization of care provided to women, infants, and children, 3) new tools and approaches to combat selected endemic and emerging diseases, and 4) improved environment to plan, manage, and finance sustained health systems.

USAID is implementing the program through a number of U.S. firms and universities. The *University Research Corporation* and *Maximus and Medical Services Corporation International* are the primary U.S. contractors currently working on health programs. USAID also expects to award an umbrella grant to a U.S. PVO to promote more NGO activity in the health sector.

Reduced Fertility

The purpose of this project is to reduce Egypt's total fertility rate from 3.9 in 1992 to 2.92 in 2004 and to support the GOE's goal of reaching replacement fertility by the year 2015. Program activities will be concentrated in five areas:

- 1 Further strengthening of the medical staff, facilities, management capacity and quality of care in the 3,700 family planning clinics operated by the Ministry of Health and Population
- 2 Enhancing the quality of continuing education in reproductive health skills offered by two national institutions of post-graduate medical education
- 3 Expanding the information, education, and communication campaign led by the Ministry of Information
- 4 Assisting family planning organizations to become more self-sufficient
- 5 Enhancing the quality, marketing, cost recovery, and coverage of private sector services

Currently, one contractor, *Pathfinder International* provides a range of technical and management support to GOE implementing agencies involved in USAID's population/family planning activities in support of GOE national fertility goals.

Protecting the Environment

Increased Access to and Sustainability of Water and Wastewater Services

This project will increase access to improved and sustainable potable water and wastewater services in selected urban areas. USAID assistance in the water and wastewater sector is focused on urban centers of production and commercial growth where water and wastewater problems are the most critical and where the maximum number of people can benefit from the interventions. Basic institutional reforms are now required as prerequisites to new infrastructure developments to ensure the sustainability of these public utilities. The institutional reforms and USAID assistance to the water and wastewater utilities are designed to ensure financial viability and institutional autonomy. Once conditionality has been met in the structure and fees of the utility organizations, USAID provides funds for additional infrastructure construction. Assistance will continue in Alexandria, Cairo, Suez, Ismailia, Port Said, Minya, Beni Suef, and Fayoum. Assistance will begin in cities like Mansoura, Nuweiba, Sharm el Sheikh, Luxor, and a group of cities in the Aswan Governorate.

USAID is currently implementing its water and wastewater program through 13 major U.S. firms, such as *ABB Susa Inc*, *Black & Veatch International*, *Camp Dresser & McKee*, *CH2M-Hill*, *Harbert Jones Construction*, *Harza Engineering Co*, *Metcalf & Eddy International*, *Morrison-Knudsen Co*, and *Montgomery Watson and Stanley Consultants*. In addition, these U.S. firms have subcontracts with numerous private sector Egyptian firms which have strengthened domestic design and construction capabilities in the sector.

Reduced Generation of Air Pollution

This project aims to achieve a sustainable reduction in the generation of air pollution (including total suspended particulates, carbon monoxide, nitrogen oxide, sulfur oxide, and hydrocarbons) through the demonstration of successful pilot activities and new technology applications. Technologically and economically viable demonstrations lead to replication, thereby laying the foundation for sustainability.

The Energy Conservation and Environment Project (ECEP) finances primarily energy conservation and pollution prevention activities. It funds technical assistance, the installation of low-cost/no-cost applications and energy efficiency technology/practices, and training through numerous sub-activities. The Cairo Air Improvement Project (CAIP) represents the first donor-assisted effort that directly addresses air pollution. Results are structured to have immediate and longer-term impacts through the demonstration of technologically and economically viable environmental solutions.

USAID presently implements activities with the following U S contractors *Hagler-Bailly* and *Overseas Bechtel Inc*

Promotion of Environmentally Sustainable Tourism

This project will foster sustainable growth in tourism that protects the natural and cultural sites upon which tourism is based and contributes to long-term economic growth and job creation USAID is planning to develop a new program for environmentally sustainable tourism starting in FY 1998 The follow-on activity will provide continuity for longer-term initiatives started under the pilot phase USAID will focus on nation-wide policy changes and technical assistance resources for tourism development along the Red Sea coast Key activities will include

- Building capacity and extending the reach of regulatory agencies that oversee resource management and tourism development
- Building interagency collaboration to resolve disputes which weaken enforcement of environmental laws
- Developing new approaches to environmentally sensitive management
- Providing management training for the hotel and tourism sector
- Encouraging policy reforms to allow tourist sites to raise and retain revenues for maintenance and operation of those sites

Contractors include the *American Research Center in Egypt* and *Winrock International Inc*

USAID Mission **USAID/Egypt**
 106 Kasr El Ami Street
 Cairo Center BLDG 9 floor
 Garden City
 Cairo, Egypt
 Tel 20-2-355-7351
 Fax 20-2-356-2932

India				
<i>(In thousands of dollars and as a percentage of allocated funds)</i>				
Funds	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment	Humanitarian Assistance
DA	12,500 22.4%	27,000 48.5%	16,200 29.1%	
PL 480 Title II				80,122 100%

Providing Humanitarian Assistance (P L 480 Title II)

Increased Child Survival and Improved Nutrition in Selected Areas

The purpose of this project is to reduce high levels of infant and child mortality of poor children and women in north India through integration of P L 480 Title II supplementary feeding in to health, nutrition, and other services The P L 480 Title II program and Private Voluntary Organization (PVO) Health II project assist efforts to improve maternal and child nutrition, thereby reducing mortality rates and enhancing the impact of USAID’s population and health activities Under the Quality Control of Health Technologies project, the National Institute of Biologicals is

being constructed to expand India's capacity to ensure quality vaccines, blood products, and other biologicals. Also, USAID's large family planning project in the state of Uttar Pradesh supports spacing contraception which positively impacts child survival.

USAID implements the P.L. 480 Title II India program through *The Cooperative for Assistance and Relief Everywhere (CARE)* and *Catholic Relief Services (CRS)*.

Encouraging Broad-based Economic Growth

Increased Mobilization of Capital Through Financial Sector Reforms

USAID supports the growth of India's private capital market by helping on both policy and regulatory reform and by introducing new technologies required to protect investors. Last year this market raised more than \$8 billion in new capital, including significant sums from foreign investors. USAID is working with the Securities and Exchange Board of India to increase the transparency and administrative efficiency of its equity and bond markets.

USAID supports the development of a debt market to finance environmental infrastructure projects in India to meet the demand for urban services that cannot come from the public sector. The program provides \$125 million in loan guarantees, as well as technical assistance and training, to generate commercially viable, urban infrastructure projects. The first project under the program (an initial \$85 million portion of a water and municipal sewage system in the state of Tamil Nadu) is expected to come to financial close and start implementation in FY 97.

In the second such project, USAID's support was instrumental in completing a credit rating for the Ahmedabad Municipal Corporation (AMC) to access capital markets through issuing bonds valued at approximately \$25 million to be invested in municipal infrastructure projects for the city of Ahmedabad. USAID is assisting AMC in structuring the bonds and in the development and packaging of projects for the bonds.

USAID implements this strategic objective through two U.S. contractors and U.S. and local governmental and non-governmental organizations.

Expansion of Women's Role and Participation in Decision-Making

The purpose of this project is to expand women's role and participation in decision-making through activities addressing constraints in the areas of microfinance, girls' school participation, violence against women, management of the community environment and women's control over reproductive and children's health.

After an extensive customer survey of women's NGOs, grass roots organizations, research institutions, government offices, media groups, and other donors, USAID decided to provide support for

- Developing, with the participation of a prominent teacher's association, a teacher training module that eliminates gender biases in classroom practices and increases girl's school enrollment and retention in one district of the Indian state of Uttar Pradesh.
- Upgrading the business planning skills of NGOs to increase outreach of financial services to low-income women.
- Expanding informed research and advocacy by Indian organizations against violence toward women by development of a nation-wide database for publication of annual status reports. Support in these areas will strengthen interventions in the areas of increased political participation and awareness of legal rights of women.

The principal contractors are the *Center for International Education*, *University of Massachusetts International Center for Research on Women*, *the Center for Development and Population Activities*, *Friends of Women's World Banking* and other local institutions.

Stabilizing Population Growth

Reduced Fertility in North India

This project will reduce the current high level of fertility and improve women's reproductive health by increasing access to, quality of, and demand for a broad range of reproductive health and family planning services and to address related fertility parameters, including the status of women in India's most populous state, Uttar Pradesh

USAID's strategic focus supports broadened access to quality family planning and reproductive health services through the public sector, engagement and funding of the non-government sector, i.e., private voluntary organizations, cooperatives and employer groups in the provision of community-based family planning and reproductive health services, use of commercial networks to promote, market, and sell contraceptive products through commercial outlets and support for a range of government and non-government efforts to improve the role and status of women. The Innovations in Family Planning Services (IFPS) project will focus efforts in 15 priority districts over the next two years, serving 15 million people. Government doctors and paramedical staff will be trained in contraceptive technology, screening for reproductive tract infections, infection prevention, counseling, client follow-up, and supervision and management of services.

The major grantees are the *State Innovations in Family Planning Services Project Agency* and the *Industrial Credit and Investment Corporation of India Limited*. USAID-supported cooperating agencies include *The Johns Hopkins Program for International Education in Reproductive Health*, *Association for Voluntary Surgical Contraception*, *Population Communication Services*, *Center for Development and Population Activities*, *The Futures Group*, *Deloitte and Touche*, and *International Training in Health at the University of North Carolina*.

Reduced Transmission of HIV Infection in India

This project will assist the southern state of Tamil Nadu to control the spread of the HIV virus and AIDS. USAID supports NGOs with both funds and technical assistance to design and implement community-based prevention programs which target high-risk populations, including prostitutes and their clients, and Sexually Transmitted Disease (STD) patients. NGOs educate target populations, promote condom use, and enhance STD services and counseling.

Protecting the Environment

Improved Air and Water Quality at Selected Industrial Sites and Municipalities

This program will improve environmental protection through competitive technologies for the industrial and energy sectors and municipalities and finance environmental investments through long-term debt instruments to strengthen local governments' management capabilities.

USAID has three major activities focused on addressing environmental concerns. The Trade in Environmental Services and Technologies (TEST) activity provides technical assistance to foster increased Indo-U.S. business linkages and project financing to assist Indo-U.S. environmental collaborations. The Greenhouse Gas Pollution Prevention (GEP) program provides assistance to promote efficient use of bagasse and other biomass fuels to co-generate power for reducing greenhouse gas emissions. GEP also promotes the use of advanced technologies in conventional fossil fuel plants to bring in efficiency improvements and encourage commercial utilization of fly ash. Part of the Financial Institutions and Reform and Expansion project helps expand India's capacity to finance treatment and safe disposal of sewage and municipal waste through a commercially viable system.

Principal partners include *Sanders International and Community Consultants Inc.* and the *U.S. Department of Energy*.

Improved Environmental and Financial Sustainability in the Energy Sector

The purpose of this project is to improve the efficiency of energy supply and use in selected industrial sectors and to increase the use and adoption of clean coal and renewable energy technologies in generation of power. USAID has

three major activities focused on achieving increased financial and environmental sustainability in the energy sector Working with major development banks, the Energy Management Consultation and Training (EMCAT) project uses a combination of technical assistance and training to address the critical issues affecting the Indian power sector identifying and supporting policy reforms related to power sector regulation and restructuring, increasing investments in energy efficiency and demand-side management, and promoting innovative financing of energy efficiency projects The Program for Acceleration of Commercial Energy Research (PACER) works through a major development financial institution to provide conditional grants for market-driven research to develop success The GEP program combines the strengths of Indian industry with the technological prowess of the U S to reduce greenhouse gas emissions by facilitating investments in advanced coal combustion technologies and bagasse co-generation, and providing specialized technical assistance for efficiency improvement in existing coal and fired power plants

USAID Mission **USAID/New Delhi**
 B-28 Institutional Area
 Qutab Hotel Road
 New Delhi 110-106, India
 Tel 911-168-6-5301
 Fax 911-168-6-8594

Bangladesh					
<i>(in thousands of dollars and as a percentage of allocated funds)</i>					
Funds	Building Democracy	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment	Humanitarian Assistance
DA	2,100 3.7%	9,720 17.3%	42,385 75.3%	2,100 3.7%	
PL 480 Title II					19,520 100%

Encouraging Broad-based Economic Growth

Real Household Income Increased

USAID activities in this project focus on 1) an enabling environment within which small and microentrepreneurs can operate profitably, 2) improved business efficiencies through policy change, skills training, introduction of better technologies, and non-traditional credit availability, and 3) improved levels of disaster preparedness to mitigate the amount of property and related income loss caused by disasters

USAID implements these activities in partnership with ministries of the Bangladesh government and related parastatal organizations US and local private voluntary and non-governmental organizations and US consulting firms for the provision of technical assistance

Agricultural Productivity per Hectare Increased (part of P L 480 Title II funds for Humanitarian Assistance)

USAID focuses on three intermediate results 1) increased farmers' use of more productive, environmentally sound technologies involving a private firm and the Government of Bangladesh (GOB), using Development Assistance and P L 480 Title III-generated local currency to develop and disseminate new technologies increasing the value of agricultural production, 2) policy changes to increase farmers' access to inputs and output markets involving private firms and the GOB in policy dialogue and analysis to improve policies affecting farmers' productivity, and 3)

improved, environmentally sound rural infrastructure involving a private voluntary organization making extensive improvements in key rural road networks linked with agricultural productivity and a contractor providing assistance to the GOB in expanding the rural electrification program for the expansion of the use of electricity for irrigation pumps

Stabilizing Population Growth and Protecting Human Health

Use of Modern Contraceptives by Eligible Couples Increased

USAID's work on this project focuses on four activity areas 1) increasing access to family planning information and services through local NGOs and through support to local governments, 2) improving the quality of family planning clinical and non-clinical services, 3) improving access to non-clinical family planning methods through the private, non-profit Social Marketing Company, and 4) improving information, education, and communication programs aimed at family planning clients and service providers Through these activities, USAID provides family planning and sub-grants to approximately 110,000 retailers to market oral contraceptives and condoms at subsidized prices USAID also provides support to implement the National Family Planning Program's national information, education, and communication strategy

Use of High-Impact Maternal and Child Health Services Increased

The purpose of this project is to reduce current high levels of infant and child mortality by increasing the availability and use of key child survival and maternal health services USAID focuses on four activity areas 1) increasing and sustaining vaccination rates for urban infants and women of reproductive age, 2) improving access to and quality of non-governmental organization-delivered maternal and child health services and information, 3) promoting further use of oral rehydration salts (ORS) for diarrheal disease treatment and reducing the risk of sexually transmitted diseases including HIV/AIDS Under its municipal immunization program, USAID supports routine immunization programs, improved disease surveillance, and special immunization initiatives such as the three year campaign to eradicate polio through national immunization days USAID also supports a private, non-profit company for the social marketing of ORS By the year 2000, this company is expected to be self-reliant in the marketing of ORS In addition, USAID-supported NGOs are supplementing family planning programs with MCH interventions such as ante-natal and post-natal care

Institutional, Programmatic, and Financial Sustainability of the National Family Planning and Maternal and Child Health Care Programs Enhanced

On this project, USAID supports activities that 1) improve the efficiency of organizations that provide family planning and Maternal and Child Health (MCH) services, 2) find ways for providers of and program managers to become less dependent on donor financial and technical assistance, 3) improve the institutional capabilities of service delivery organizations and, 4) enhance the capability of indigenous organizations to design, conduct, and apply survey and operations research The USAID-supported Rural and Urban Extension Programs test alternative management and service delivery models in several project sites using the existing government service delivery system USAID also supports a technical assistance program to develop in-country capacity for contraceptive logistics management, including the capability to forecast commodity needs, monitor the distribution and utilization of contraceptives, and maintain a functional management information system

Diets for the Poor Nutritionally Enhanced

USAID concentrates on two intermediate results 1) to increase the production and consumption of micro-nutrient and protein-rich foods by poor households, and 2) to increase the effectiveness of targeted food programs Activities to promote the first intermediate result involve NGOs and international organizations developing and disseminating productive techniques and seeds to poor people in the areas of fish farming and homestead vegetable production Activities to promote the second intermediate result involve technical assistance programs with the GOB to provide foodgrains to the poor and to help better-orient GOB food policy towards the food needs of the poor

USAID Mission

USAID/Dhaka
GPO Box 2593

Madani Ave , Baridhara
 Dhaka 1212 Bangladesh
 Tel 880-4700/22
 Fax 880-288-3648

West Bank and Gaza Strip			
<i>(In thousands of dollars and as a percentage of allocated funds)</i>			
Funds	Building Democracy	Encouraging Economic Growth	Protecting the Environment
ESF	10,300 13.7%	6,700 8.9%	58,000 77.3%

Building Democracy

More Responsive and Accountable Governance

USAID will support civil society's role in policy analysis, advocacy, and government oversight. In addition, USAID activities will strengthen the Executive Authority's public policy-making capability and support Legislative Council functions related to executive oversight, legislative drafting and review, and constituency relations. Following the local government elections, USAID expects to design activities to strengthen local governance.

USAID will implement activities primarily through U.S. contractors and grantees (currently the *National Democratic Institute*, the *International Foundation for Electoral Systems*, the *International Republican Institute* and *Associates in Rural Development*).

Encouraging Broad-based Economic Growth

Expanded Economic Opportunities

USAID activities in this project help to: 1) improve the access of small and microenterprises to financial products and services by expanding technical assistance mechanisms and credit, 2) develop new and expanded markets for Palestinian goods and services through market information and technical assistance/construction for industrial zone development, 3) enhance the productivity of Palestinian enterprises through training in entrepreneurial skills and appropriate technologies, and 4) encourage an appropriate policy framework for private sector development.

USAID will implement activities through U.S. firms (currently *Development Alternatives International*, the *United Nations Relief and Works Agency*, U.S. NGOs (currently *Save the Children Federation* and the *YMCA*), and the Palestinian private sector.

Protecting the Environment

Greater Access to and More Effective Use of Scarce Water Resources

Activities under this objective will assist in: 1) increasing the quantity and quality of water at the village and municipal levels by developing new sources, upgrading and extending water systems, and monitoring water quality, 2) promoting more effective use of available water by reclaiming wastewater and storm water and instituting conservation measures and loss prevention programs, and 3) enacting policies for more equitable allocation of water resources at a regional level by establishing water data banks and adopting water resources master plans (to include regional conservation, loss prevention and reuse measures, and the identification of new sources).

USAID expects to implement activities primarily through U.S. firms (currently *Camp Dresser and McKee* and *Metcalf and Eddy* are the two prime contractors) with the *United Nations Relief and Works Agency*, the *United*

Nations Development Program, and U S non-governmental organizations (currently the *Save the Children Federation* and *Catholic Relief Services*) also playing significant roles

USAID Mission **USAID/West Bank & Gaza**
 c/o American Consulate Jerusalem
 18 Agron Road
 Jerusalem, Israel
 (Jerusalem) Tel 972-2-253-288
 Fax 972-2-259-484
 (Tel Aviv) Tel 972-3-525-5414
 Fax 972-3-525-5549

Philippines				
<i>(In thousands of dollars and as a percentage of allocated funds)</i>				
Funds	Building Democracy	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment
DA	10,700 21.2%	8,805 17.4%	22,856 45.2%	8,200 16.2%

Building Democracy

Broadened Participation in the Formulation and Implementation of Public Policies in Selected Areas

USAID is providing assistance to local government units of ten provinces and their municipalities and cities. Premised on “assisted self-reliance,” the assistance uses the participatory mechanisms to innovate and implement service delivery systems that establish new performance standards. These include resource mobilization, investment prioritization, and environmental planning and management. Participatory processes will revolve around the Local Government Code provision for local special bodies wherein not less than 25% of membership should come from NGOs.

USAID is assisting disadvantaged groups to unite into coalitions of member-controlled associations working to promote under-represented interests. Over four years, nine major coalitions or alliances will be established, broadened, and strengthened. The coalitions will be linked to centers of power and strengthened to the point where they are able to analyze and debate public policy issues and to participate in the public policy arena. Illustrative of the respective critical issues are: repeal of inappropriate laws, land rights and tenure, and equitable management of resources.

In a special 18-month initiative, USAID is assisting pro-democracy groups to formulate a Philippine democratic action agenda leading to a better articulated and broadly supported policy recommendation for the protection and promotion of the democratic process.

Encouraging Broad-based Economic Growth

Broad-Based Economic Growth in Mindanao

USAID focuses on an aggressive and broad-ranging enterprise development program aimed at facilitating maximum participation of small farmers/fisherfolk and microentrepreneurs in the economy. USAID also supports efforts to assist Mindanao’s leaders in identifying and bringing about modifications to governmental policies which will stimulate Mindanao’s economic progress and to assist the leaders in taking action to help assure the continued flow of appropriate levels of public infrastructure development resources and private investment. USAID will assist finance institutions in Mindanao to develop their capacity to provide viable and sustainable services to small and

micro-enterprises. A steering committee for this activity is composed of the Presidential Assistant for Mindanao, other concerned GOP agencies, private sector leaders, and USAID representatives.

Improved National Systems for Trade and Investment

The purpose of this project is to create an environment conducive to trade and investment through liberalized policies, improved financial markets, and improved mobilization and allocation of fiscal resources. This activity subsumes all existing USAID programs dealing with economic policy reforms at the national level, and includes programs designed to further promote domestic competition in selected key areas of the economy. Reforms focus on reducing barriers to entry in domestic industries, improving transportation and communications services, improving tax planning, administration and collection, and facilitating the movement of investment capital. USAID assistance is provided through advisory services in the review, analysis and formulation on policies, and through support for policy reforms by coalitions of interested groups. USAID will also support the implementation of these reform policies to upgrade the capability of local institutions to implement and sustain policy reform efforts.

Stabilizing Population Growth and Protecting Human Health

Reduced Fertility Rate and Improved Maternal and Child Health

The purpose of this project is to improve the health of women and children by expanding access to quality family planning and selected other reproductive health services in the public and private sectors as well as fostering the continued provision of selected child survival interventions at the local government unit level. FY 1998 funds will support the local performance-based program whereby USAID releases a tranche of funds after the Department of Health and participating local governments meet a series of performance benchmarks concerning the delivery of family planning and maternal child health services. Thirteen U.S. cooperating agencies will assist the Department of Health, the Commission on Population, NGOs and the private commercial sector in strengthening systems for information, education and communication, logistics, policy formulation, applied research, family planning and maternal child health service delivery, and social marketing. Funds will also be used to procure U.S. contraceptive commodities and support the secondary analysis of the 1998 demographic and health survey results.

Rapid Increase of HIV/AIDS Prevented

USAID has designed a program to control HIV/AIDS transmission within the Philippine population by institutionalizing public and private sector mechanisms for monitoring HIV prevalence and by encouraging behaviors which reduce individual risk for contracting or transmitting HIV. A sentinel surveillance system for monitoring HIV sero-prevalence in the Philippines is being implemented under the program. Mass media and information, education and communication programs which help reduce HIV transmission among individuals at risk are being implemented under the education component of the program. USAID assists the Government of the Philippines (GOP) Department of Health to develop a strategy and plan of action for a safe blood supply system. With USAID support, the GOP and NGOs will develop, implement and evaluate a set of STD interventions among groups with high prevalence of STDs in selected sentinel sites. Expansion of HIV/AIDS prevention education programs and STD interventions for target risk groups at additional areas will require additional funding in FY 1998 and beyond.

Protecting the Environment

Enhanced Management of Renewable Natural Resources

USAID channels its efforts mainly through U.S. contractors to achieve the following:

- **Forestry Resources Management** Assist upland communities to secure management authority and responsibility for at least 500,000 hectares of the country's public forest lands. This forest land will be converted from open access conditions into community-managed enterprises. By applying sustainable

management systems, program beneficiaries will provide approximately 10% of domestic demand for solid wood products by 1999

- **Coastal Resources Management** Over the next six years, USAID's efforts will lead to communities controlling access to, and practicing management for, sustainable harvests in coastal waters along 3,000 kilometers of shoreline. In return, these communities are expected to supply 25% of national harvest from coastal waters by 2002
- **Industrial Environmental Management** USAID's efforts will lead to increased private investment in pollution abatement practices. By 1996, these investments will reduce pollution by participating industries by 20%

USAID implements activities through GOP agencies, U S contractors, and U S and local NGOs. Major contractors include *Development Alternatives, Inc*, *PRC-Environment Inc* and the *Academy for Educational Development*

Reduced Emission of Greenhouse Gases

Effective and efficient achievement of this activity's results will require \$3 million per year. Efforts will target the development of natural gas, renewable energy, and clean coal and greater end-use efficiency by industrial and commercial enterprises. Targeting these areas for additional funds not only greatly enhances the likelihood of achieving this objective's targets, but also supports the three highest-priority policy areas of the GOP. Annual performance-based monitoring will allow USAID and the GOP to adjust activities for maximum impact. USAID's partnership with the GOP has enhanced its position to lead in climate change mitigation efforts.

Major contractors include *Resource Management* and *Winrock International*

USAID Mission

USAID/Manila

U S Agency for International Development
 Ramon Magsaysay Building
 1680 Roxas Boulevard, Malate 1004
 Manila, Philippines
 Tel 632-522-4411
 Fax 632-521-4811 or 522-2512

Indonesia				
<i>(In thousands of dollars and as a percentage of allocated funds)</i>				
Funds	Building Democracy	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment
DA	7,000 15%	4,000 8.6%	18,500 39.8%	17,000 36.6%

Building Democracy

Increased Effectiveness of Selected Institutions Which Promote Democracy

Based on its recently updated democracy assessment of Indonesia, USAID will continue with a strategy to promote democratic ideals largely through grants to local NGOs focusing on advocacy, human rights, and rule of law, while always seeking new avenues to work with the Government of Indonesia (GOI). USAID activities promote three results: 1) increased NGO advocacy for democratic participation, 2) greater respect for the rule of law, and 3) enhanced capacity, reliability, and responsiveness of selected NGOs. Through greater participation, Indonesian men and women will channel their views more effectively to GOI and political decision-makers. A heightened respect for due process also will encourage a more inclusive, consistent and reliable process as male and female citizens

der and that court rulings be more transparent and less arbitrary. As NGOs become technically, administratively, and financially sound, they will also become more capable and respected in representing public issues in an independent, balanced, and non-partisan manner. USAID will also continue to program resources in the three politically sensitive geographic areas of Indonesia.

USAID continues to pursue this activity primarily through selected Indonesian and U.S. NGOs, such as the *Indonesian Legal Aid Society*, the *National Cooperative Business Association*, the *Asian American Free Labor Institute*, the *Asia Foundation*, the *Indonesian Consumers Foundation*, and the *Indonesian Environmental Law Center*. When appropriate, U.S. advocacy and research institutions are also engaged. Occasional short-term consultancies add analytical depth to USAID's democracy-building activities in Indonesia.

Encouraging Broad-based Economic Growth

Liberalization of International Trade and Domestic Competition for the Mutual Benefit of Indonesia and the U.S.

Over the next two years, USAID will continue to use a blend of technical assistance contracts and grants to support continued improvements in openness and competition in the Indonesian economy, issues which directly affect growing U.S.-Indonesian business and economic relationships. The Mission will seek to: 1) improve the policy environment for continued economic growth, 2) codify key policy changes in updated laws and regulations and work to assure that these new laws are widely available to the public, and 3) work with a limited number of institutions to assure that such policies, laws and regulations are actually used to promote openness and competition. A new five-year program is being developed that emphasizes the forging of new partnerships between Indonesian organizations and U.S. counterpart groups in sectors of mutual interest regarding economic reform. Activities will be co-funded with strong private sector participation. This approach will ensure private sector involvement and sustainability of such partnerships once USAID support is completed. Well-placed support for selected Indonesian associations to access U.S. know-how and expertise will buoy sustained economic growth and help accelerate Indonesia's entry into the ranks of the "newly industrialized countries" during the first quarter of the 21st century.

Stabilizing Population Growth and Protecting Human Health

Improved Health and Reduced Fertility

USAID will continue to provide advice and analysis in the family planning and reproductive health sectors which rely increasingly on private sector delivery of goods and services. Small grants to local NGOs will catalyze Indonesia's implementation of appropriate family planning and HIV/AIDS prevention strategies. Technical assistance is helping the GOI Ministry of Health assess how well the pilot managed health care plan is performing and how the system can be strengthened in order to support expansion nationwide. Activities will focus on reproductive health issues and intend to: 1) increase the use, quality, and sustainability of family planning and reproductive health services, 2) increase the use and quality of sexually transmitted disease and HIV/AIDS prevention programs, and 3) develop sustainable financing of health services through the development of a managed health care model. The private sector will have a larger role as supplier and financier of family planning and reproductive health services. The development of coherent and appropriate HIV/AIDS policies will help increase public knowledge of prevention practices and encourage a more effective allocation of public funds to combat HIV/AIDS.

Protecting the Environment

Decentralized and Strengthened Natural Resources Management (NRM)

USAID will work with GOI and NGO counterparts to promote greater community involvement in NRM. The field site demonstrations, located throughout Indonesia, will be linked to national level analysis, and information from lessons will be disseminated in key ministries to improve the formulation of national policy options in the NRM sector. The impact of this program will be measured at the strategic objective level by the number of villages and total area of USAID-assisted sites where the condition of natural resources is stable or improving. The impact will also be measured by the area in which natural resource management best practices are replicated (outside USAID-assisted areas). Achievement will also be measured at the intermediate results level under four program outcomes.

1) development and documentation of successful field sites, 2) improved policies and enabling conditions, 3) strengthened local institutions and community organizations, and 4) dissemination of lessons learned

The activity will be implemented through a variety of complementary instruments, including U S environmental NGOs (*World Wildlife Fund the Nature Conservancy World Resources Institute Conservation International*), a cooperative agreement with the *University of Rhode Island*, and technical assistance from a U S consulting firm through the USAID Center for Environment

Strengthened Urban Environmental Management

USAID will continue to blend technical assistance and grants to foster 1) the adoption of new policies and practices to facilitate decentralized financing of urban environmental infrastructure, 2) the wider adoption of improved practices in urban environmental infrastructure service provision, 3) the adoption by government and industry of policies and procedures to promote cost-effective use of clean, renewable energy Decentralized financing of infrastructure will result in better investment decisions by local utilities, while more community participation in such decisions will insure projects that can pay for themselves The promotion of renewable energy production and energy efficiency will help reduce the level of pollution emitted in power generation while meeting demands for increased power

USAID Mission **USAID/Jakarta**
 JL Medan Merdeka Selatan 5
 Jakarta, Indonesia
 Tel 9-011-62-21-3442211
 Fax 9-011-62-21-3806694

Cambodia				
<i>(In thousands of dollars and as a percentage of allocated funds)</i>				
Funds	Building Democracy	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment
ESF	10,000 27%	18,000 48.6%	7,000 18.9%	2,000 5.4%

Building Democracy

Strengthen Democratic Institutions

The majority of FY 1998 funds will be used to strengthen rule of law activities The Asia Foundation, currently the largest USAID grantee, will continue working towards improving the capacity of the National Assembly, expanding legal education, supporting local organizations engaged in human rights, public policy and the development of an independent and responsible media The Mission is in the beginning stages of implementing a rule of law sector strategy assessment to determine what other areas are best suited for USAID involvement Once a strategy is developed, the second phase of the rule of law program will commence in October 1997 and continue through September 2000 Limited funding has been set aside to facilitate the completion of the national elections process slated for 1998

Many organizations are currently working on this project, and other beneficiaries will be determined following an assessment of rule of law needs and priorities in the spring of 1997

Encouraging Economic Growth

Rural Economic Growth Program (REG)

USAID will provide assistance in three interrelated and supporting areas. First, USAID will provide assistance in improving rural infrastructure, including resolution of land tenure issues. This will also entail reconstructing water control and small scale irrigation systems in all three provinces. REG will provide for appropriate hydrology studies, as well as providing assistance in water management. Rural roads will also be a key component of REG in order to break down the isolation of rural areas, many formerly under the Khmer Rouge control, and provide access for agricultural inputs, marketing, and services.

Second, REG will foster efficient private sector seed and fertilizer distribution networks in the three provinces, as well as provide information to farmers on appropriate amounts and types of seed and fertilizer to be used. The program will provide financial counseling to target farmers and upgrade existing micro-finance channels to meet the needs for increased rice production and to increase secondary household incomes. Finally, REG will work with farmers and farmer organizations to provide information needed for farmers to improve on-farm management. This will involve the integration of all aspects of technological inputs and outputs and will impart hands-on training to farmers so they are in a position to manage their farms effectively. Third, appropriate agricultural, environmental, and maintenance policies will be fostered at the regional and national levels to ensure the sustainability of program interventions.

USAID plans to enter into a performance-based contract with a competitively selected firm or consortium of firms

Improved Ability of Schools and Clusters to Support Quality Classroom

USAID, the implementing NGO consortium, and the Ministry of Education, Youth and Sports (MoYES) will work together to select school clusters and then train all primary school teachers in that cluster in improved pedagogic practices for math and Khmer language (over the life of this activity, USAID plans to retrain nearly all primary school teachers and administrators in Cambodia). The course of study comprises a series of two three-week workshops, four four-day workshops, weekly tutorials, and weekly classroom observation over the course of an entire academic year. For cluster school development, technical assistance and training is being provided to the new school cluster for a period of two years. Together, the assistance should provide teachers with improved skills to teach and a community-based support structure to support the primary education system generally. This will be combined with targeted assistance at the central level so education planning and policy are better coordinated and implemented.

Teacher training and cluster school development is being implemented through a cooperative agreement with a consortium made up of *World Learning*, *World Education*, and *Save the Children*.

Stabilizing Population Growth and Protecting Human Health

Improved Maternal Child Health

The purpose of this program is to improve Cambodia's reproductive health and child survival as evidenced by an increase in contraceptive prevalence from 7% to 17% modern method use, a decrease in infant mortality from 115 per thousand to 100 per thousand, and a decrease in mortality rates of children under 5 from 181 per thousand to 155 per thousand. The Maternal Health strategic objective focuses on developing the leadership role of the Ministry of Health (MOH) in the policy arena, improving the human resource capacity in the public and private sectors, and increasing access to quality Maternal Child Health commodities in the public and private sectors. Technical areas covered include birth spacing, STD/HIV management and prevention, safe motherhood, and child survival with a focus on diarrheal diseases, acute respiratory infections and micro-nutrient deficiencies.

Grantees currently working on this project are *CARE*, *Family Planning International Assistance*, *Helen Keller International*, *Doctors without Borders*, *WHO* and *Population Services International*.

USAID Mission**USAID/Phnom Penh**

American Embassy

18 Street 228

Phnom Penh, Cambodia

Embassy switchboard to AID phone 9-011-855-23-427-640 or 634/635

Fax 9-011-855-23-427-638

Jordan		
<i>(In thousands of dollars and as a percentage of allocated funds)</i>		
Funds	Encouraging Economic Growth	Stabilizing Population Growth
ESF	19,000 76%	6,000 24%
DA		2,500 100%

Encouraging Broad-based Economic GrowthEnhanced Private Sector Economic Opportunities

Though now under active development, the program will likely focus on removing three primary impediments to private sector growth in Jordan 1) lack of access to credit, 2) inefficient production, and 3) the need to increase international investment in Jordan's productive economy By addressing these constraints, USAID will help create jobs and increase incomes within Jordan's productive private sector

Micro-finance programs will be considered for support in light of successful on-going models in rural and urban Jordan and the expectation of limited available funding that would limit any major new micro-finance initiatives A program to enhance private-sector productivity would likely target small/medium enterprise bottlenecks to production as well as other measures to increase efficiency Investment promotion would help strengthen Jordan's capacity to attract international investment in Jordan, which would generate employment by helping the existing investment promotion organization function more effectively

Activities under the new economic opportunity objective will be designed so as to be tightly focused, take advantage of successful existing programs, complement programs funded by other donors, consistent with USAID comparative advantages, and able to produce demonstrable results with what will most likely be modest initial funding

Improved Management of Water Resources

The purpose of this project is to improve water resources management with special emphasis on increased water use efficiency and effective wastewater reuse By the beginning of FY 1998, several major activities will have been completed An emergency upgrade of Amman and Zarqa's wastewater treatment facility, which serves 80% of Jordan's population, will be on line and will significantly improve the quality of treated wastewater available for irrigation use A comprehensive greater Amman area master plan, feasibility study, and preliminary engineering design for wastewater services through the 2025 will be completed and financed Final design of new water supply and wastewater treatment facilities for Wadi Mousa, which serves Petra, Jordan's premier tourist destination, will have been completed and construction begun Approximately 50 new monitoring stations for water quantity will be installed and operational

Camp Dresser & McKee is supervising the construction of the new wastewater facilities at Wadi Mousa Development Alternatives Inc is establishing the Irrigation Advisory Service Activities scheduled to begin in 1998 are currently under design and service providers will be selected at a later date

level capacity to produce, process, and market forest and high-value agricultural commodities USAID also works with national level organizations, including the Agro-Enterprise Center for the Federation of Nepalese Chambers of Commerce and Industry and government ministries, to create an improved economic and business environment for export-oriented high-growth agriculture Increasing access to improved technologies and increasing the competitiveness of community-based and small enterprises have fueled growth in production and sales Greater community and private control of local natural resources is enhancing the quality and productivity of the resource base Sustainability is further enhanced by strengthening government capacity to provide extension services in support of commercial agriculture and by linking producers and community groups with private traders, agro-entrepreneurs, and other market intermediaries to provide market information and access

Stabilizing Population Growth and Protecting Human Health

Reduced Fertility and Improved Maternal and Child Health

USAID focuses on four activity areas within this project 1) increasing the use of family planning (FP) services, 2) increasing the quality of FP services, 3) increasing the use of selected maternal and child health (MCH) services, and 4) increasing the use of HIV/AIDS prevention and control practices Assistance is delivered to cooperating agencies through an integrated program of USAID bilateral and centrally funded field support Technical assistance and local cost funding are provided to the Ministry of Health to strengthen an integrated logistics management system, FP and reproductive health training programs, the FP/MCH service delivery system, and to increase the awareness and use of FP/MCH and HIV/AIDS services through effective communications and counseling

USAID supports a private, non-profit Nepali company that markets contraceptives and health products, accounting for 45% of the distribution of oral contraceptives and condoms in Nepal USAID provides 60% of the contraceptives to Nepal for distribution by the government, private commercial outlets, and NGOs A network of U S and Nepal NGOs provides community-based health and family planning services in 25 of Nepal's 75 districts Female community health workers and community members participating in health education and adult post-literacy classes provide information and community-level services for diarrheal diseases, acute respiratory infections, vitamin A deficiency, child spacing, safe birthing practices, and HIV/AIDS This forms the basis for long-term sustainability of changed health behaviors and practices

USAID Mission

USAID/Katmandu

Rabi Bhavan
Kalumati Durbar
6190
Katmandu, Nepal
Tel 977-1270-144/127-2271/127-1423
Fax 977-127-2357

Morocco			
<i>(In thousands of dollars and as a percentage of allocated funds)</i>			
Funds	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment
DA	-5,500 35 1%	7,672 49%	2,500 16%

Encouraging Broad-Based Economic Growth

Increased Basic Educational Attainment among Girls in Selected Rural Areas

USAID assistance will support the broader application and improvement of multi-grade curricula in rural primary schools and will train teachers and administrators in the use of multi-grade instruction and curriculum adaptation It

will promote pilot education programs that strive to remove obstacles to girls' access and retention. It will improve teacher training within the system of teacher colleges, with an emphasis on increasing the number of female primary school teachers and the introduction of systematic methods for performing operations research for primary education. It will develop processes for quantifying gender-desegregated, impact-of-education reform efforts and for evaluating progress toward pre-identified goals for girls and boys. Finally, it will support technical exchanges of U.S. and international experience on successful techniques for improving primary education for girls.

Current contractors for on-going activities include *AMIDEAST* and the *Institute for International Research*.

Expanded Base of Stakeholders in the Economy

The establishment of the original pilot lending programs during FY 1997 will catalyze the creation of additional associations of microenterprise lenders and will encourage traditional banks to offer formal banking services to micro-entrepreneurs. However, the scope of Microenterprise Finance (MFA) as originally planned may need to be reduced, and the sustainability point may need to be advanced significantly in the event adequate funding is not forthcoming.

The New Enterprise Development (NED) project assists small and medium-sized enterprises and has promoted several reform initiatives, including the creation of a one-stop business registration center, a simplified tax reporting format, and association law to expand the NGO movement serving disadvantaged Moroccans. NED has a working capital loan guarantee component which will be fully institutionalized and will provide credit facilities to several thousand small and medium-sized enterprises.

The Morocco Agribusiness Promotion project will continue to expand markets and create jobs for the poor within Moroccan horticultural growing, processing, and exporting firms and will place increasing emphasis on strengthening key institutions and regulatory functions.

Stabilizing Population Growth and Protecting Human Health

Reduced Fertility and Improved Health in Children Under Five and Women of Childbearing Age

USAID focuses on increasing use of quality FP/MCH services and on their long-term sustainability through four activity areas: 1) establishment of greater access to quality FP/MCH services responsive to client demand, 2) reinforcement of the institutional capacity to manage FP/MCH programs, with particular emphasis on decentralized approaches responsive to client needs, 3) improvement of the policy environment to support expansion of FP/MCH services, and promotion of increased diversification of the resource base for financing the delivery of FP/MCH services. Support is channeled primarily through the Ministry of Public Health for strengthening the ability of the system to provide an expanded range of services, with emphasis on long-term methods of family planning, diarrheal disease control, and quality safe motherhood services. Assistance is also provided in the areas of use of data for decision-making and for effective programs responsive to client needs and for private sector participation in preventive health care service delivery and family planning services. The Government of Morocco has been assuming an increasing percentage of contraceptive and local cost requirements for the FP/MCH program.

Protecting the Environment

Improved Water Resources Management (WRM)

USAID's WRM activity focuses on policy and institutional strengthening, with pilot activities demonstrating improved technologies relating to erosion control, urban wastewater reuse for agriculture, and reduction of heavy metal effluent from the tannery and metal plating industries. One demonstration activity will not be initiated if adequate funding is not forthcoming. Also, the time frame of the initiatives that are undertaken will need to be accelerated. Activities were first initiated in 1996 and are largely in the planning/feasibility assessment stages. Partial implementation of pilot activities will commence in 1997.

The Urban and Environmental Services activity, started in 1996, works with international institutions, local governments and citizens on improving environmental services delivery, strengthening key urban development

Encouraging Broad-based Economic Growth

Sustained Rural Community Reconstruction and Rehabilitation (also part of *Protecting the Environment Building Democracy and Humanitarian Assistance—see above description under the same title*)

Expanded Economic Opportunities

FY 1998 funds will be used to continue programs begun in earlier fiscal years. In FY 1997, USAID is introducing limited and targeted technical assistance and training to assist Lebanon to develop its capital markets, an area where American expertise can make modest, but unique, contributions in Lebanon's financial market development. It will train Lebanese government and exchange officials by the U.S. Securities and Exchange Commission and provide technical assistance in the design and improvement of the legal and regulatory framework for the Lebanese Stock Exchange. USAID will conduct in-country training on broker-dealer issues, clearing the settlement, and regulatory matters. USAID will adopt a two-pronged, mutually reinforcing approach to help Lebanon achieve its goals to develop financial markets and credit-delivery systems. The strategy also targets the poor directly: first, by developing sustainable microenterprise financing, and second, by mobilizing savings and attracting private investment through capital markets development. The latter should contribute to a stable and growing economic environment that is essential to the success of enterprise development.

USAID implements the microenterprise credit project through *Catholic Relief Services* and the *Save the Children Foundation*. Capital development markets will be implemented through contractors or grantees and will draw upon the *U.S. Securities and Exchange Commission* for a portion of the training needs.

Contact American Embassy/Beirut
PSC 815 Box 2
FPO AE 09836-0002
Tel/Fax (961-1) 407-115

Mongolia		
<i>(In thousands of dollars and as a percentage of allocated funds)</i>		
Funds	Building Democracy	Encouraging Economic Growth
ESF	2,000 28.6%	5,000 71.4%

Encouraging Broad-based Economic Growth

Support Provided to the Mongolian Power Production System

This project will assist the Government of Mongolia to maintain energy production through the winter of 1997/1998. Commodities, including fuel oil and tires, will be provided, as well as critical spare parts to maintain operations at the coal mine and power plants. Technical assistance will be provided to procure and install these materials. After addressing these critical needs, limited remaining funds will be used to address longer-term needs, such as privatization of the energy system.

USAID implements the contract through the Government of Mongolia's Ministry of Infrastructure and a U.S. contractor, *Morrison-Knudsen*.

USAID Mission USAID/Ulaanbaatar
PSC 461 Box 300
FPO AP 96521-0002
Tel 976-1-312-390
Fax 976-1-310-440 (also a phone)

Sri Lanka	
<i>(In thousands of dollars as a percentage of allocated funds)</i>	
Funds	Encouraging Economic Growth
DA	7,000 100%

Encouraging Broad-based Economic Growth

Increased Private Sector Employment and Income

USAID activities will support enterprise development and job creation via direct grants for technology, technical assistance in financial management and marketing (particularly for small-farm agriculture and export marketing) and microenterprise lending. USAID will complement these activities by assisting the Government of Sri Lanka to identify and implement policy reforms that promote financial market reforms, openness to trade and investment, privatization, and support agricultural and rural reforms. In order to expand employment, activities will promote new technologies and expand small to medium-sized manufacturing firms, agro-enterprises, farmer associations, and micro-enterprises. USAID Sri Lanka will also assist micro-entrepreneurs and small businesses, and thereby the poorest men and women, to become economic participants by enhancing their access to capital through development banks and self-sustaining financial institutions, including credit unions that service small savers and borrowers.

USAID Mission

USAID/Colombo

P O Box 106
Colombo 3
Sri Lanka
Tel 941-574-333
Fax 941-574-264

Asia/Near East Regional Programs				
<i>(In thousands of dollars and as a percentage of allocated funds)</i>				
Funds	Building Democracy	Encouraging Economic Growth	Stabilizing Population Growth	Protecting the Environment
DA	1,400 2.7%	2,365 4.5%	27,982 53.2%	20,900* 39.7%
ESF	8,000 8.6%	85,000 91.4%		

*Includes 19,000 for US-AEP

Protecting the Environment

United States-Asia Environmental Partnership (US-AEP)

US-AEP focuses on four activity areas: 1) strengthening and expanding the incentives and public policies for environmental quality in the industrial sector, introducing environmental management systems to the industrial sector, reducing the barriers to the transfer of environmental and clean process technologies, and increasing the investment in environmental infrastructure. The US-AEP engages the experience, technology and practices of business, not-for-profit, and government organizations already committed to related goals and prepared to extend their own initiative to Asia. Most of them also provide major portions of the funds for joint efforts with US-AEP. A separate activity continues support for the Biodiversity Conservation Network which provides grants to

communities and local organizations in Asia working for site-specific, enterprise oriented approaches to biodiversity conservation and sustainable use of forest and marine resources

Stabilizing Population Growth and Protecting Human Health

Reengineering Development and Support

The RD&S Program consists of both sector-specific experts (health, HIV/AIDS, environment) and experts in cross-cutting support (performance monitoring, economic analysis, and women in development). These experts provide assistance directly to programs throughout the region to develop strategies, determine appropriate performance measures, identify appropriate data sources, and conduct evaluations. They also help in the review of strategic plans, monitoring plans, and performance reports and provide technical advice on both the merits of the program performance and how it can be improved over the next year. In addition, RD&S supports approaches to disengage from successful USAID programs in ways that enhance their sustainability.

RD&S experts are provided by contractors, including *Management Systems International*, *DevTech Systems Inc*, *Academy for Education and Development*, *Daytex*, *Johns Hopkins University*, *Red Cross*, and the *University of Michigan*.

Asia/Near East Regional AIDS

ANE Regional HIV/AIDS experts support studies and innovative approaches based on the experience and lessons learned to date. Regional HIV/AIDS advice and financial support will strengthen the prevention efforts of both governments and local NGOs, the key to slowing transmission. Surveillance systems will be strengthened and more efforts will be made to integrate HIV prevention activities into reproductive health programs within the region.

Contractors providing ANE Regional HIV/AIDS experts include *the University of Michigan*, *the Johns Hopkins University*, *the Red Cross*, and the *Academy for Education and Development*.

Contact Carol Becker, Deputy Program Officer
Asia/Near East Office of Strategy, Evaluation, and Analysis
Tel (202) 647-4515
Fax (202) 647-3517

USAID PROCUREMENT

What Does USAID Purchase?

Technical Assistance includes contracts for managerial and technical services in projects developed by USAID field missions in collaboration with foreign host governments and other international donors. USAID has identified priority areas that are the focus of its efforts to promote sustainable development. These include protecting the environment, promoting health and stabilizing population growth, building democracy, and encouraging broad-based economic growth. Development activities address disease, food supply, climate change, rapid population growth, mass migrations, and depletion of environmental quality or biodiversity, among other areas.

Commodities are purchased by USAID to fulfill project requirements, including medical supplies and equipment, vehicles, computer hardware, software, and accessories, agricultural inputs, and environmental equipment.

Training includes academic or professional training, short and long-term, which is a part of the implementation of USAID projects.

How Does USAID Advertise Procurement Opportunities?

Commerce Business Daily (CBD) The CBD includes advertisements for all USAID commodity procurements, technical assistance, and training contract opportunities with a value greater than \$25,000 as well as other government procurement opportunities, contract awards, subcontracting leads, and sales of surplus property.

- **Free access via the Internet** www.info.usaid.gov/procurement_bus_opp/procurement/announce/cbd or cbdnet.gpo.gov/index.html
- To receive USAID advertisements via E-mail Send the message "subscribe USAID-CBD-L your name" to listproc@info.usaid.gov (For example "subscribe USAID-CBD-L Jane Smith")
- Subscriptions of the print version are available from the U.S. Government Printing Office at (202) 512-1800. The U.S. Department of Commerce at (202) 482-0632 has a list of companies marketing the electronic version. The annual subscription cost is \$324.00 for first-class mail and \$275.00 for second-class mail. A six-month trial subscription costs \$162.00 for first-class mail, and \$137.50 for second-class mail.

Procurement Information Bulletin (PIB) The PIB is a free bi-weekly USAID publication which provides information on USAID-financed commodity procurements with a value greater than \$25,000. These procurements include Invitations for Bids, Requests for Quotations, announcements of pre-qualification questionnaire availability, and other general information.

- **Free access via the Internet** www.info.usaid.gov/procurement_bus_opp/procurement/announce/pib
- To receive the PIB via E-mail Send the message "subscribe PIB-L your name" to listproc@info.usaid.gov
- To receive the print version Tel (202) 712-5150

To receive USAID press releases via email send the message "usaid_press" to listproc@info.usaid.gov

Additional Sources of USAID Information

USAID's **Public Information Center (PIC)** answers inquiries of a general nature Tel (202) 712-4810

The Center for Development Information and Evaluation (CDIE) serves as the institutional memory for the U S Agency for International Development CDIE maintains a database of over 90,000 USAID-funded programs and project documents CDIE also provides interested individuals and organizations outside USAID with access to its database Please contact CDIE through the Development Experience Clearinghouse (DEC) to order specific documents

The **Development Experience Clearinghouse (DEC)** is the repository of USAID's database on USAID-funded programs and projects To get ordering information for USAID publications, contact the DEC If you know the identification number of the document you would like to obtain, you may order it directly from the DEC The document identification begins with the letters PN- or PD- There is a charge for some publications The address for the clearinghouse is 1611 N Kent Street, Suite 200, Arlington, VA 22209-2111 Tel (703) 351-4006, Fax (703) 351-4039, E-mail docorder@disc.mhs.compuserve.com

USAID Library & Learning Resources Center is the Library for Agency direct-hire and contractor staff The collection includes USAID reports and serials, World Bank publications, commercially published books and journals, self-study language materials, reference materials, newspapers and CD-ROMs The Reference librarians assist customers Monday through Friday, 10 00 a m - 4 00 p m The Center is located in the Public Information Center in the Ronald Reagan Building Tel (202) 712-0578, Fax (202) 216-3515

The **Congressional Presentation (CP)** provides a projected programmatic and budgetary overview of USAID activities by country and region for the coming fiscal year The Fiscal Year 1998 USAID Congressional Presentation may be viewed on the USAID web-site at <http://www.info.usaid.gov/pubs/cp98> The 1997 and 1998 Congressional Presentations may be purchased from the National Technical Information Service at (703) 487-4650 or (800) 553-6847

	<u>Paper Copy</u>	<u>Microfiche</u>
FY 1997 Statistical Annex (PB-97-156095)	\$49 00	\$19 50
FY 1998 Summary Tables (PB-97-156087)	\$21 50	\$10 00
FY 1998 Main Volume (PB-97-156038)	\$47 00	\$19 50
FY 1998 Annex I-Africa (PB-97-156046)	\$57 00	\$21 50
FY 1998 Annex II-Asia & Near East (PB-97-156053)	\$47 00	\$19 50
FY 1998 Annex III-Europe & New Independent States (PB-97-156061)	\$57 00	\$21 50
FY 1998 Annex IV-Latin America & Caribbean (PB-97-156079)	\$47 00	\$19 50

The USAID **Contracts and Grants and Cooperative Agreements with Universities, Firms and Non-Profit Institutions for Fiscal Year 1995** or "Yellow Book" can be accessed and searched via the USAID web-site at www.info.usaid.gov/ftp_data/pub/op/yellow_book/

The **Guide to Doing Business with USAID A Manual for U S Businesses Including U S Small Business and Disadvantaged Enterprises** includes a general description of the organization of USAID and USAID procurement process Copies can be obtained by telephoning the Office of Small and Disadvantaged Business Utilization at (202) 712-1500 or the Global Technology Network Business Information Service at (800) 872-4348

Voluntary Foreign Aid Programs lists activity descriptions of non-governmental organizations administering USAID projects To order this publication, contact Ms Mary Newton, Registrar, USAID, Bureau for Humanitarian Response, Private and Voluntary Cooperation at Tel (202) 712-0840

SOURCES OF FINANCE FOR ASIA/NEAR EAST

Abu Dhabi Fund for Arab Economic Development

The Abu Dhabi Fund for Arab Economic Development was established in 1971 as an autonomous national development institution of the Government of Abu Dhabi. Its objective is to assist LDCs in the development of their economies by extending project loans, guarantees, technical assistance grants and equity participation. Fund activities cover all developing countries. Although it has no particular sectoral preference, its activities have so far emphasized infrastructure, agriculture and industry. Loans are made either to a government or to a company or public institution assisted by the guarantee of the Government. By charter, the fund may not contribute more than 10% of its capital to any one single project. In addition, the maximum contribution to any project is limited to 50% of its total cost. *Procurement is subject to international bidding procedures.*

Contact Abu Dhabi Fund for Arab Economic Development
P O Box 814
Saees Bin Ghobash Building
Abu Dhabi
United Arab Emirates
Tel (971-2) 72-5800
Fax (971-2) 72-8890

Arab Bank for Economic Development in Africa (BADEA)

BADEA is an autonomous regional development institution. It provides financial and technical assistance to African countries for their economic development and promotes the movement of Arab capital towards African countries. In carrying out its objectives, the Bank 1) assists in financing economic development in African countries, 2) stimulates the contribution of Arab capital to African development, and 3) helps provide the technical assistance required for Africa's development. All member countries of the Organization of African Unity (OAU), who do not belong to the Arab League, are eligible to apply. Member countries include Algeria, Bahrain, Egypt, Iraq, Jordan, Kuwait, Lebanon, Libya, Mauritania, Morocco, Oman, Palestine, Qatar, Saudi Arabia, Sudan, Syria, Tunisia and the United Arab Emirates. There are no sectoral limitations on the scope of operations. *Procurement is subject to international bidding procedures.* A preference of up to 10% is given to bidding enterprises fully or partially owned by Arab or African interests.

Contact BADEA-Arab Bank for Economic Development in Africa
Abdel Rahman El-Mahdi Street
P O Box 2640
Khartoum, Sudan
Tel (249-11) 77-3646/3709
Fax (249-11)77-0600

Arab Fund for Economic and Social Development

The Arab Fund for Economic and Social Development is a regional development institution established in 1972 at the initiative of the Arab League. Its function is to assist the economic and social development of Arab countries through 1) financing development projects, with preference given to overall Arab development and to joint Arab projects, 2) encouraging the investment of private and public funds in Arab projects, and 3) providing technical

assistance services for Arab economic and social development Its objectives are to assist member countries in eliminating development constraints, to increase absorptive capacity and achieve higher rates of growth, and to foster economic integration and cooperation among member countries The fund covers all sectors Between 1972 and 1993 the fund has committed US\$5 billion in development assistance *Procurement is subject to international bidding procedures*

Contact Arab Fund for Economic and Social Development
Director General/Chairman of the Board of Directors
P O Box 21923 - Safat 13080
Kuwait City, Kuwait
Tel (965) 484-4500
Fax (965) 481-5750

Asian Development Bank (ADB)

www.asiandevbank.org

The Asian Development Bank has been a major lender for infrastructure and environmental development, and many other sectors, to its Asian member countries since the Bank's inception Historically, ADB has lent directly to the member country governments With the recent wave of privatization of industry throughout the Asia/Pacific region, ADB's relatively small private sector investment program has been strengthened

To assist in project coordination throughout the region, ADB has field offices in Bangladesh, Indonesia, India, Nepal and the South Pacific The US-Asia Environmental Partnership (US-AEP) also has a technology representative at the ADB in Manila to assist U S companies with environmental business advisory services and project identification

ADB has funded many technical assistance projects in the region, generally for industrial development or major infrastructure planning Its technical assistance funding would go to the host government and the entire program and scope of work would be developed between ADB and the recipient Generally, its technical assistance projects are publicized to international firms with particular expertise in the field or the particular study (firms may pre-qualify by filing their experience and capabilities with ADB in advance)

Contact	Asian Development Bank	US-AEP Representative
	P O Box 789	FCS/ADB
	0980 Metro Manila	Thomas Jefferson Center, 3rd Floor
	Philippines	395 Sen Gil J Puryat Avenue
	Tel (63-2) 632-4444	Tel (63-2) 890-9364
	Fax (63-2) 632-2444	Fax (63-2) 890-9713

The Export-Import Bank of the United States (Ex-Im Bank)

www.exim.gov

Ex-Im Bank is an independent U S Government Agency chartered by Congress to facilitate the financing of exports of non-military U S goods and services By neutralizing the effects of export credit subsidies from other governments and by absorbing credit risks the private sector will not accept, Ex-Im Bank enables U S firms to compete fairly in overseas markets on the basis of price, performance, delivery and service

Ex-Im Bank provides export credit support to either U S exporters on a short-term basis or foreign purchasers on a longer term basis (2-10 years) Through loan guarantees and insurance, the agency fosters exports by making

working capital available to U S exporters. Alternatively, through similar mechanisms plus the extension of direct loans (and on occasion grants), Ex-Im bank provides credit at attractive interest rates to foreign buyers to encourage their purchase of U S goods and services.

While Ex-Im Bank is not a foreign aid or development agency, its programs often assist U S exporters to participate in development projects. Ex-Im Bank has co-financed projects with USAID, the World Bank and regional development banks.

Contact Ex-Im Bank
811 Vermont Avenue, NW
Washington, D C 20571
Toll free number (800) 565-3946
Business Development Group (202) 565-3900
Electronic Bulletin Board (202) 565-3835

Ex-Im Programs for small businesses

1) Working Capital Guarantee Program

The Working Capital Guarantee Program assists small businesses in obtaining crucial working capital to fund their export activities. The program guarantees 90 percent of the principal and interest on working capital loans extended by commercial lenders to eligible U S exporters. The loan may be used for pre-export activities such as the purchase of inventory, raw materials or the manufacturing of a product. Ex-Im Bank requires the working capital loan to be fully collateralized utilizing inventory, accounts receivable, or other acceptable collateral.

Key features of the program are

- Program can accommodate “one time” transaction specific financing or revolving credit needs for export sales which banks would otherwise not be inclined to finance.
- Work in process is acceptable collateral for margined advances and is generally viewed by Ex-Im Bank in the same manner as inventory.
- Loans are collateral-based and margins are established for available collateral. The program is very flexible and can accommodate service companies as well as product manufacturers.
- Standby Letters of Credit supporting exporters can be issued requiring as little as 25% collateral.
- Program is flexible in its credit requirements for a borrower and is intended to be used for companies that cannot otherwise obtain traditional bank credit without this enhancement.

Prime candidates for the program are

- Companies with on-going export sales of a minimum of \$2-3 million where such sales are not currently part of their borrowing base.
- Companies with specific large foreign contracts requiring significant working capital.
- Companies with existing lines to support their export business but at insufficient advance rates.
- Companies with long manufacturing time frames or extended progress payment contracts that create sizable work-in-process against which banks will typically not lend.
- Companies selling through overseas subsidiary operations where receivables are in the subsidiaries themselves.

2) Small Business Insurance Policy

Ex-Im Bank offers a short-term (up to 180 days) insurance policy geared to meet the particular credit requirements of smaller, less experienced exporters. Products typically supported under short-term policies are spare parts, raw

materials, and consumer goods Under the policy, Ex-Im Bank assumes 95 percent of the commercial and 100 percent of the political risk involved in extending credit to the exporter's overseas customers This policy frees the exporter from "first loss" commercial risk deductible provisions that are usually found in regular insurance policies It is a multi-buyer type policy which requires the exporter to insure all export credit sales It offers a special "hold-harmless" assignment of proceeds which makes the financing of insured receivables more attractive to banks The special coverage is available to companies which have an average annual export credit sales volume of less than \$3 million for the two years prior to application and which meet the Small Business Administration's definition of a small business

Contact Tel 1-800-565-EXIM or (202) 565-3946
 Fax Retrieval 1-800-565-EXIM

Islamic Development Bank (IsDB)

The Islamic Development Bank (IsDB) is an autonomous multilateral development institution, established in 1974 by member countries of the Islamic Conference Organization At present it includes 45 member countries in Africa, Asia and the Middle East *Procurement is subject to international bidding procedures IsDB allows a margin of preference for member countries*

The objectives of the IsDB are to contribute to the economic development and social progress of member countries and of Muslim communities in non-member countries, in accordance with the principles of Islamic Sharia It provides assistance through interest-free loans for development projects and enterprises and finances leasing, installment sales, equity investments, foreign trade, technical assistance and research There are also funds for special purposes, including trust funds and funds for Muslim communities in non-member countries

About 60% of the most concessional financing is directed to the least developed member countries Major areas of activities include loans, used to finance infrastructure projects, equity investments undertaken in industrial and agro-industrial projects, lines of equity and/or leasing and/or installment sales, also extended to national development finance institutions, short and long-term trade finance, technical assistance provided in the form of grants and/or loans mainly for feasibility studies and institution-building, special programs in the form of grants for research, training, educational programs, disaster relief, and assisting Muslim communities in non-member countries

Contact The Islamic Development Bank
 P O Box 5925, Jeddah 21432
 Saudi Arabia
 Tel (966-2) 636-1400
 Fax (966-2) 636-6871

Kuwait Fund For Arab Economic Development

This fund is an autonomous national development institution whose objectives are to assist Arab and other developing countries in their economic development, by providing financial and technical resources on concessional terms for specific projects, as well as equity investments and participation in joint ventures The fund administers both bilateral and multilateral aid Countries of interest comprise all developing countries with past and current activities covering 65 countries Arab countries continue to receive priority The pattern of sectoral distribution is mainly influenced by the development priorities of the recipient countries All loans and grants are untied Procurement of goods and services are subject to international competitive bidding procedures The Kuwait Fund is

directed by a board of directors composed of the Prime Minister as Chairman and representatives of the business community and government officials

Contact Kuwait Fund for Arab Economic Development
P O Box 2921, Safat
13030 Safat, Kuwait
Tel (965) 246-88-00
Fax (965) 241-90-90

Middle East/North Africa Growth Fund

The recently established Middle East/North Africa Growth Fund is a US \$210 million private equity investment fund which is guaranteed by OPIC. The fund is a grouping of four smaller funds, each investing in projects in **Egypt** (\$84 million), **Morocco** (\$42 million), **Tunisia** (\$42 million), and **Jordan/Palestine** (\$42 million). The investment objectives include

- Taking advantage of private equity or equity-like opportunities in diversified manufacturing
- Financial and service industries with outstanding capital appreciation potential in privatization
- Emerging growth companies and joint ventures
- Complete a primary investment period of four years
- Influence and assist portfolio company decisions through board memberships or other appropriate means
- Achieve three year payback for all investments targeted with higher returns demanded for those investments which require a longer horizon
- Exit portfolio companies by IPOs, sale to other financial/strategic buyer, or sale to company management

Fund Managers

Siguler Guff & Co , L L C
George Siguler, President
Mona Aboelmaga, Vice President
1285 Avenue of the Americas, 15th Floor
New York, NY 10019
Tel (212) 713-3448/3422
Fax (212) 247-4876

Mr Talat Othman, President
Jordan/Palestine Co-Manager
Grove Financial, Inc
Chicago, IL
Tel (708) 632-1988

Local Investment Advisors

Mr Ahmed Abdelkefi
President
Tunisia Leasing
17 Rue de Jerusalem
Tunis, Tunisia 1002
Tel 216-1-802-192
Fax 216-1-795-641

Mr Hilal O Abuzeid
Manager, Cairo Amman Bank
Research & Investment Mgmt Dep't
P O Box 950661
Amman, Jordan 11195
Tel 962-6-642-883
Fax 962-6-642-883

Mr Adil Douiri, President
Casablanca Finance Group
30 Avenue de L'Armee Royale
Casablanca, Morocco
Tel 212-2-44-12-44/Fax 212-2-44-12-40

The OPEC Fund for International Development

The OPEC fund is a multilateral agency for financial cooperation and assistance, endowed with an international legal personality. The objective of the Fund is to reinforce financial cooperation between OPEC Member Countries and other developing countries. To fulfill this objective, the Fund is empowered to engage in all functions necessary or incidental for such purpose. It is, in particular, able to 1) provide concessional loans for balance of payment support and for the implementation of development projects and programs, 2) make contributions and/or provide loans to eligible international agencies, and 3) finance technical assistance activities.

The resources of the Fund, which initially amounted to US \$800 million, were replenished three times and now stand at US \$4.3 billion. The eligible beneficiaries of the Fund's assistance are the governments of developing countries other than OPEC Members and international development agencies whose beneficiaries are developing countries. Special attention is paid by the Fund to the needs of the less developed among eligible countries. The Fund has approved 659 loans for a total of US \$3.3 billion and 94 developing countries in Africa, Asia, and Latin America and the Caribbean.

Contact The OPEC Fund for International Development
 P O Box 995
 A-1011 Vienna
 Austria
 Tel (43-1) 51-5640
 Fax (43-1) 513-9238

The Overseas Private Investment Corporation (OPIC)

www.opic.gov

The Overseas Private Investment Corporation (OPIC) is a U.S. Government Agency that encourages mutually beneficial American private business investment in developing countries. Services that are available through OPIC include investment finance by direct loans and loan guarantees, support for privately-funded investment funds and investment insurance against a broad range of political risks. These programs are designed to reduce the risks and perceived obstacles in international investments in Asia-Pacific countries, among others.

OPIC finances overseas ventures wholly owned by U.S. companies and joint ventures involving local companies and U.S. sponsors. The U.S. investor is expected to assume a meaningful share of the risk, generally through the purchase of at least 25% of the equity in the project. As a rule, at least 51% of the voting shares of the overseas venture should be held by firms or persons from the private sector. However, financing may be offered to an entity in which host government ownership as voting shares represents the majority, if it is contractually agreed that management will remain in private hands and there is a strong showing of direct U.S. interest in other respects. Projects wholly owned by governments are not eligible.

OPIC also offers the **Small Contractor's Guarantee Program** which assists small business construction and service contractors. The program is limited to small business contractors. Small business is currently defined as a manufacturing firm with revenues of less than approximately \$142 million or a non-industrial firm with a net worth less than \$48 million. This definition is subject to annual adjustment. OPIC will guarantee an eligible financial institution for up to 75% of a standby letter of credit or other form of performance or advance payment guarantee issued on behalf of a contractor. The contractor may also apply for OPIC's political risk insurance for up to 90% of that portion of the letter of credit not guaranteed by OPIC.

Contact Overseas Private Investment Corporation
 1100 New York Avenue, NW

Washington, D C 20527
Information hot line 1-800-424-OPIC
Public Affairs (202) 336-8799
OPIC Factsline (202) 336-8700
Fax (202) 408-9866
or (202) 336-8700 (automated fax)

OPIC Funds

Asia Pacific Growth Fund (APGF) I and II APGF I is capitalized at \$75 million and is available for Indonesia, Malaysia, Philippines, Singapore, Taiwan and Thailand As of late 1996, the APGF I Fund was fully invested APGFII, which is wholly supported by private investors, is capitalized at \$278 million and is available for Bangladesh, India, Indonesia, Malaysia, Philippines, Thailand and Sri Lanka The Funds may also make investments in certain Pacific island republics, such as the Cook Islands, Fiji and the Federated States of Micronesia Capital of \$1-20 million will be invested in established Asian companies that have not yet achieved the levels of sales and profitability required for an initial public offering However, these companies have demonstrated the ability to successfully develop, manufacture and market their existing products

The Funds seek to invest in newly formed Asian subsidiaries or joint ventures of established U S companies that plan to expand in Asian markets, or to establish Asian manufacturing facilities to achieve operating efficiencies The Fund typically acquires a minority interest in the common stock of such companies, but sometimes makes loans that afford it an equity participation Targeted sectors are *manufacturing food and natural resources processing technology telecommunications and consumer goods* Funds are currently available for investment

Contact H&Q Asia Pacific, GP
Tal-in Hsu, Chairman
One Bush Street
San Francisco, CA 94101
Tel (415) 576-3593
Fax (415) 439-3266

Draper International India , L P Capitalized at \$45 million, the Fund will invest \$250,000 to \$1 million in early stage companies including a limited number of start up companies Capital of \$1-2 million will be invested in established Indian companies that have not yet achieved the levels of sales and profitability required for an initial public offering, but have demonstrated significant growth potential and the ability to successfully develop, manufacture and market their existing products The Fund typically acquires a minority interest in the common stock of such companies, but sometimes makes loans that afford it an equity participation Target sectors are *computer hardware and software telecommunications manufacturing food processing and consumer goods*

Contact Draper International, L L C
William H Draper, III
Managing Director
50 Fremont Street
Suite 3500
San Francisco, CA 94105
Tel (415) 284-8696
Fax (415) 284-8132

India Private Equity Fund L P Capitalized at \$140 million, the Fund provides growth capital of \$2-\$8 million to emerging Indian companies within attractive industry sectors that appear capable of realizing significant growth in earning power and achieving a listing of their shares on a local stock exchange Also, the Fund will seek to finance

joint ventures or newly formed subsidiaries of established, successful Indian and U S companies seeking to expand their presence in the Indian market The Fund will typically acquire a substantial but minority interest in the common stock of such companies, and will actively assist management with strategic direction, marketing, financial functions and general management policy The Fund targets non-listed private sector companies operating in India

Contact Oppenheimer & Company, Inc
Robert Schwabe, Vice President
World Financial Center
New York, NY 10281
Tel (212) 667-4580
Fax (212) 667-4468

Global Environment Emerging Markets Fund (GEEMF) I and II The Fund makes equity investments worldwide including all Asian countries that are qualified for OPIC financing GEEMF I, capitalized at \$70 million, focuses on environmental infrastructure and environmental municipal services such as clean energy and water, and waste management Investment size can range to \$10 million GEEMF II capitalized at \$120 million, will invest primarily in potable water, wastewater treatment, clean energy and solid waste management projects, and companies that do Build Operate Transfer (BOT) or Build Own Operate (BOO) projects

Contact Mr Jeffrey Leonard, President
Global Environment Fund Management Group
1201 New York Ave , N W , #200
Washington, D C 20005
Tel (202) 789-4500
Fax (202) 789-4508

InterArab Investment Fund The fund is raising \$45 million of capital to invest in the West Bank/Gaza, Jordan, and Oman The fund will seek to take equity investments in basic industries that create inter-regional synergies

Contact Dr Guad Abu Zayyad
340 Golden Hills Drive
Portola Valley, CA 94028
Tel (415) 667-7640
Fax (415) 851-9373

Saudi Fund for Development (SFD)

The basic objective of the SFD is to participate in the financing of development projects in developing countries through the provision of soft loans with an emphasis on projects that promote social and economic well-being in low income countries SFD's assistance is not tied to procurement and is without geographic and sectoral limitations It works directly with governments and projects selected for financing The projects must be priority projects that fit into a country's overall development strategy

Contact Saudi Fund for Development
P O Box 50483
11523 Riyadh, Saudi Arabia
Tel (966-1) 464-02-92
Fax (966-1) 464-74-50

U S Small Business Administration (SBA)

www.sbaonline.sba.gov

The SBA is an independent agency of the federal government that aids, counsels, assists and protects the interests of small business concerns, that preserves free competitive enterprise, and maintains and strengthens the overall economy of our nation. The SBA, which does not provide businesses with money directly but co-signs loans, has a current portfolio of approximately 180,000 companies nation-wide paying off loans totaling \$27 billion. In 1995 55,590 small businesses borrowed more than \$7.8 billion with the SBA's guarantee, 24% of which went to women and women-owned businesses. More than 8,000 commercial lenders have provided SBA financing during the last five years.

The SBA's **Office of International Trade (OIT)** works in cooperation with other federal agencies and public/private sector groups to encourage small business exports and to assist small businesses seeking to export. OIT's outreach efforts include sponsoring or supporting export training conferences and developing "how to" and market-specific publications for exporters. OIT directs and coordinates SBA's ongoing export initiatives and actively markets SBA's loan guarantee programs to small business exporters.

The SBA has Branch, District, and Regional offices throughout the United States that are closely connected to local sources of trade and project financing. Local SBA offices are listed under "U S Government" in the telephone directory.

Contact Small Business Answer Desk
Tel (800) 8-ASK-SBA
Fax (202) 205-7064

SBA Programs

1) Export Working Capital Program (EWCP)

The SBA has developed this new program to help small businesses export. The EWCP provides short-term, transaction-specific financing for small business exporters. Exporters may use this program for pre-export financing of labor and materials, financing receivables generated from these sales, and/or standby letters of credit used as performance bonds or payment guarantees to foreign buyers. The EWCP provides repayment guarantees up to \$750,000 to commercial lenders and offers exporters preliminary commitments that encourage lenders to provide credit. To be eligible, the small business concern must have been in operation, though not necessarily exporting, for at least 12 months. The EWCP offers a simplified application form. Interest rates and fees are negotiable between the lender and the small business exporter.

Contact Office of International Trade, SBA
409 Third St , S W
Washington, D C 20416
Tel (202) 205-6720

2) International Trade Loan Program (ITL)

This program helps small businesses that are engaged or preparing to engage in international trade, as well as small businesses adversely affected by competition from imports. SBA can guarantee up to \$1.25 million, less the amount of SBA's guaranteed portion of other loans outstanding, to the borrower under SBA's regular lending program. Loans are made by lending institutions with the SBA guaranteeing a portion of the loan. The applicant must establish either that the loan proceeds will significantly expand existing export markets, develop new export

markets, or that the small business is adversely affected by import competition Proceeds may be used for working capital and/or facilities or equipment Maturities of loans for facilities or equipment may extend to the 25-year maximum

Contact Office of International Trade, SBA
Tel (202) 205-6720

3) Small Business Investment Companies (SBICs)

SBICs exist to provide equity capital, long-term loans, and management assistance to qualifying small businesses They are privately owned and operated companies that use their own capital and funds borrowed from the SBA to provide financing to small businesses in the form of equity securities and long-term loans SBICs invest in a broad range of industries SBICs may invest in export trading companies provided all other eligibility requirements are met

Contact Investment Division, SBA
409 Third Street, S W
Washington, D C 20416
Tel (800) 827-5722

The World Bank

www.worldbank.org

The International Bank for Reconstruction and Development (IBRD or World Bank), headquartered in Washington, D C , is responsible for providing both financial and technical assistance to developing countries to stimulate economic development In recent years the Bank has required projects to have either a benign or a positive effect on the environment, and funding has grown for projects which directly address environmental concerns and problems Owned by more than 140 member governments, the Bank makes structural adjustment loans to help developing countries make national policy changes and lends funds to creditworthy countries or their agencies, generally for specific development projects

Through its procurement program, contract opportunities for suppliers of goods and services are available through international competitive bidding The Bank maintains representative offices in a number of Asian countries

The World Bank maintains the DACON (Data on Consultants) Information Center which provides a computerized data bank listing information on qualifications of registered consulting firms There is no charge to be registered in the DACON

Contact The World Bank Headquarters
1818 H Street, N W
Washington, D C 20433
Tel (202) 477-1234, Fax (202) 477-6391
DACON Information (202) 473-2941
Bookstore (202) 473-2941
Public Information Center (202) 458-5454

World Bank Group Members

1) International Finance Corporation (IFC)

[www ifc org](http://www.ifc.org)

The International Finance Corporation is a multilateral development institution, part of the World Bank Group, established to promote productive private investment that will contribute to the economic growth of its developing member countries. IFC has invested in the Asian region since 1956 and has considerable experience in project finance. It understands the changing trends in the region and the needs of private enterprises, and is well positioned to support Asian enterprises in this period of change and rapid growth. In order to provide closer support to its clients, IFC maintains field offices in seven major cities in the Asian region (Beijing, Bangkok, Islamabad, Jakarta, Manila, New Delhi, and Tokyo). IFC's New Delhi office has been expanded to cover operations for south Asia.

Contact IFC Asia Department
2121 Pennsylvania Avenue
Washington, D C 20433
Tel (202) 974-4340
Fax (202) 974-4490

IFC Sponsored Programs

a) South Pacific Project Facility (SPPF)

The SPPF helps entrepreneurs in IFC's nine South Pacific island member countries develop bankable small and medium-sized projects involving either the establishment of new businesses or the expansion and diversification of existing businesses. SPPF assists sponsors in putting together feasibility studies, locating suitable technology, and raising finance from other sources. SPPF itself does not provide project financing. IFC manages SPPF and contributes partly to its funding.

Contacts **Michael Edberg, Investment Analyst**
Tel (202) 473-3972
Fax (202) 974-4353

Richard Pearson
Level 9, 89 York Street
Sydney NSW 2000 Australia
Tel 61-2-221-8544
Fax 61-2-299-2551

b) Southeast Asia Venture Investment Program (SEAVI)

SEAVI is Southeast Asia's leading venture capital operation. SEAVI was formed in 1983 by Boston-based Advent International with IFC's assistance and has provided over \$75 million of funds for investment in more than 80 small and medium-sized portfolio companies in Indonesia, Malaysia, Singapore, and Thailand. The concept of SEAVI is to capitalize on Southeast Asia's growing intraregional investment and technology flows by making available venture capital financing from points throughout the region with a central management base in Singapore. SEAVI has raised pools of capital for investment on both a regional basis as well as an individual country basis. IFC was an important investor in SEAVI's first regional fund as well as subsequent funds for Malaysia, Thailand and Indonesia. IFC is also a shareholder of the funds' management companies.

Contact **Deepak Khanna, Senior Investment Officer**
Tel (202) 473-0791/Fax (202) 974-4490

2) Multilateral Investment Guarantee Agency (MIGA)

www.miga.org

The Multilateral Investment Guarantee Agency was established in 1988 as the newest member of the World Bank Group. MIGA'S purpose is to encourage foreign investment in developing countries by providing a) investment guarantees against the risks of currency transfer, expropriation, war and civil disturbance, and breach of contract by the host government, and b) advisory services to developing member countries on means of improving their attractiveness to foreign investment.

MIGA can insure new investments originating in any member country and destined for any developing member country. New investment contributions associated with the expansion, modernization, or financial restructuring of existing projects are also eligible, as are acquisitions that involve the privatization of state enterprises. The maximum amount of coverage MIGA will issue for a single project is currently \$50 million. Currently the following Asia/Pacific countries are members of MIGA: Bangladesh, China, Fiji, India, Indonesia, Republic of Korea, Malaysia, Federated States of Micronesia, Nepal, Pakistan, Papua New Guinea, Philippines, Sri Lanka, Vanuatu, Vietnam and Western Samoa.

Contact **Philippe Valahu**
Regional Manager, Asia-Pacific
Tel (202) 473-8043
Fax (202) 522-2630

U.S. GOVERNMENT SOURCES OF ASIA/NEAR EAST TRADE INFORMATION AND SERVICES

Central Intelligence Agency (CIA) World Factbook

The CIA World Factbook provides concise profiles of each country in the world. The Factbook includes valuable information about the government, geography, people, economy, transportation, communication, and defense for each country. The CIA Internet address is <http://www.odci.gov/cia>. The CIA World Factbook may be found at <http://www.odci.gov/cia/publications/pubs.html>.

Department of Commerce

www.doc.gov

The Department of Commerce (DOC) encourages, serves, and promotes the Nation's international trade, economic growth, and technological advancement. DOC provides the following services:

- 1 assistance and information to increase America's competitiveness in the world economy
- 2 administers programs to prevent unfair foreign competition and provides social and economic statistics and analyses

- 3 provides research and support for increased use of scientific and technological development
- 4 grants patents and registers trademarks
- 5 develops policies and conducts research on telecommunications
- 6 provides assistance to promote domestic economic development
- 7 promotes travel to the United States of foreign residents
- 8 assists in the growth of minority businesses

1) The Export Assistance Center Network

www.ita.doc.gov/uscs/

The Department of Commerce, the U S Small Business Administration, and the Export-Import Bank formed a unique partnership to establish Export Assistance Centers (EACs), a network of one-stop shops that delivers a comprehensive array of export counseling and trade finance services to export-ready firms. EACs are located in urban areas and house resident trade finance specialists. District EACs are located closer to clients in both urban and suburban areas. District EACs link electronically to EACs and public-private partners to leverage program resources.

Contact To contact the Export Assistance Center closest to you, call 1-800-USA-TRADE

2) International Trade Administration

The International Trade Administration (ITA) offers assistance and information to help exporters. ITA units include (1) domestic and overseas commercial officers, (2) industry experts, and (3) country experts. Each unit promotes products and offers services and programs for the U S exporting community.

Trade Information Center

www.ita.doc.gov/tic

The Trade Information Center (TIC) is a resource for information on export assistance programs government-wide. TIC staff members can provide counseling, advise exporters on how to locate and use government programs, guide businesses through the export process, and supply general market information. TIC publishes the Export Programs A Business Directory of U S Government Services which is a free publication.

Contact Tel (800) USA-TRADE, (202)482-0543
Fax (202) 482-4473

The U S and Foreign Commercial Service (US&FCS)

Part of the International Trade Administration, the US&FCS supports U S firms, especially small- and medium-sized companies, in their efforts to increase exports. The Commercial Service maintains a worldwide service delivery network with offices in more than 80 cities in the United States and in 69 countries around the world. The global capabilities of the US&FCS provide seamless service to U S firms interested in exporting, from basic market research to arranging meetings with potential foreign buyers.

If you are interested in export assistance, please contact one of the offices in the Commercial Service's Export Assistance Center network at 1-800-USA-TRADE

3) National Trade Data Bank

www.stat-usa.gov

The National Trade Data Bank (NTDB) is the U S Government's most comprehensive source of world trade data. The NTDB, a CD-ROM subscription service of the Department of Commerce's STAT-USA, is a trade library of

over 190,000 documents. Topics on the NTDB include export opportunities by country, industry, and product, foreign companies or importers looking for specific products, how-to market guides, demographic, political, and socio-economic conditions in hundreds of countries. The NTDB is available for use free of charge at many Department of Commerce domestic offices and nearly 1,000 Federal depository libraries, which includes many university and community libraries. The cost of a single monthly issue (two discs) is \$35, and an annual subscription of 12 monthly issues is \$360. To place an order for the CD-ROM Tel (202) 482-1986

Department of State

www.state.gov

As part of the America Desk commitment, the Secretary of State has designated a Coordinator for Business Affairs to act as an ombudsman for business within the State Department. The Coordinator reports to the Under Secretary for Economic, Business, and Agricultural Affairs. The coordinator also works closely with our Embassies abroad and the State Department regional and functional bureau coordinators in Washington to promote U.S. economic and commercial interests through

- Advocacy on behalf of U.S. firms competing overseas
- Leveling the playing field and problem solving for U.S. businesses overseas
- Bringing business concerns to the forefront of the foreign policy process

Each regional bureau has a commercial coordinator to assist U.S. businesses

Contacts

Bureau of East Asian and Pacific Affairs Philip Yun

Tel (202) 647-6594

Fax (202) 647-7350

Bureau of Near Eastern Affairs (North Africa and the Middle East) Virginia Bennett

Tel (202) 647-1552

Fax (202) 736-4465

U.S. Department of Agriculture

www.usda.gov

1) USDA Foreign Agricultural Service (FAS)

www.usda.gov/fas/

Concessional Sales and Donations USDA-planned food assistance to countries is covered under Public Law 480/Title I. P.L. 480 Title I provides long-term credits for purchases of U.S. agricultural commodities and had a total commodity value of approximately \$24.6 million for FY95. Agricultural commodities provided under the food assistance programs include wheat and wheat flour, corn, rice, soybean meal, vegetable oil, butter, butter oil, infant formula, dairy products, lentils, peas, and beans. Section 416 under this law provides food donations.

Contact

Food for Progress

USDA Foreign Agricultural Service

Tel 202-205-2405

Fax 202-690-3606

Emerging Markets Office

Tel (202)720-0368

Fax (202)690-4963

Export Credit Programs The Export Credit Guarantee Program (GSM-102) was established to insure financing for sales of U S agricultural commodities overseas

Contact *USDA Commodity Credit Corporation*
14th and Independence Avenues, S W
Washington, D C 20250
Tel (202)720-3225, Fax (202)720-2949

Technical Assistance USDA's Emerging Markets Program (EMP) aims to expand overseas markets for U S agricultural products, equipment, and services, and to share expertise in order to help develop the food and rural business systems of emerging democracies The range of activities undertaken includes agricultural sector assessments, joint venture assessments, and project work in areas ranging from wholesale market development, market news and market information systems, commodity exchange and trading rule development, poultry and dairy improvement, introduction of uniform grades and standards, resident policy advisers, agricultural marketing, and trade missions in both directions Countries must meet the following criteria (1) per capita GDP under \$8,533, (2) population over 1 million, and (3) positive economic indicators

Contact *Emerging Markets Office*
Room 6506 South Agriculture Building
14th & Independence Avenues, SW
Washington, D C 20250-1000
Tel (202)720-0368, Fax (202)690-4369
E-mail GSM EESUS\USDA (via Sprint)

Other Offices
Trade Assistance and Promotion (202) 720-7420
Foreign Agricultural Affairs (202) 720-6138
International Agricultural Trade Policy (202)720-6887
Commodity and Marketing Programs (202) 720-4761

2) AgExport Connections

www.usda.gov/fas/

Trade leads are inquiries from foreign buyers sent daily to USDA by the Foreign Agricultural Service's 80 overseas offices They are made available on electronic bulletin boards, several times a week in the Journal of Commerce, and weekly on the AgExport fax polling system Fees vary Foreign Buyer lists may be used to match products to prospective buyers worldwide The database contains over 18,000 foreign firms covering 70 countries and over 235 food and agricultural commodities Lists are processed by either specific commodity or specific country and cost \$15 each US Supplier Lists may be used to source food and agricultural products for export Over 6,500 names are contained in this database, which is distributed worldwide to FAS overseas offices Listings are available by commodity and cost \$15 each

Trade leads, Foreign Market Overviews, and the Foreign Buyers List may also be accessed on AgExport's home page under the "Foreign Markets Research" icon

Contact Pamela Sherard
AgExport Connections
Tel (202) 720-7409
Fax (202) 690-4374

U S Trade and Development Agency

www.tda.gov

The U S Trade and Development Agency (TDA) assists in the creation of jobs for Americans by helping U S companies pursue overseas business opportunities Through the funding of feasibility studies, orientation visits, specialized training grants, business workshops, and technical assistance, TDA helps American businesses compete for infrastructure and industrial projects in middle-income and developing countries

Because of its focused mission, TDA only considers projects that have potential to mature into significant business opportunities for U S companies The Agency is primarily involved in infrastructure development within the following industries *agriculture energy environment healthcare manufacturing mining and minerals development telecommunications transportation and water resources* TDA is currently active in several Asian and Middle Eastern nations

Contact **Danielle Camner, Project Analyst—Africa/Middle East**
Jeff Jackson, Director—Asia
SA-16, Room 309
Washington, D C 20523-1602
Tel (703) 875-4357
Fax (703) 875-4009

OTHER ASIA/NEAR EAST ORGANIZATIONS

Arab Industrial Development and Mining Organization (AIDMO)

AIDMO is an Arab governmental organization created under the sponsorship of the League of Arab States and is endowed with a moral personality and an administrative and financial autonomy AIDMO works within the framework of the joint Arab economic strategy ordered by the Arab Summit Conference aiming at achieving the following objectives

- To promote industrial mining and industrial mining and standardization development in the member countries
- To assure coordination and integration of Arab efforts in the aforementioned sectors through promotion of inter-Arab investment projects
- To promote cooperation between Arab countries and foreign countries in all fields of activities

To achieve these objectives, AIDMO is mainly charged with the following actions

- To conduct necessary research and studies in order to foster industrial development strategies within the framework of Arab regional and general coordination and integration
- To undertake thoroughly sectoral studies in order to identify investment opportunities existing in member countries
- To carry out technical and economic feasibility studies of promising projects and to promote them to investors

AIDMO's financial resources are composed of its own budget, funded by contributions of the member states, and through the financial participation of international organizations cooperating with AIDMO

Contact **AIDMO**
Khatauat Junction on France Street
P O Box 8019
Rabat, Morocco
Tel 212 2 77 26 00/01/04
Fax 212 2 77 21 88

Arthur Houghton Associates, Inc

www.ahassociates.com

Arthur Houghton Associates, Inc (AHA) is a strategic marketing, business, management, and public relations consulting firm. AHA provides services for both U.S. businesses in selected countries in the Middle East and for Middle Eastern businesses and government entities within the United States. AHA's geographic area of coverage includes Egypt and North Africa, Lebanon and the Levant, and the Arabian Peninsula and Gulf.

AHA is co-owner with Fiani & Partners (Cairo) of the **Egypt Business Information Service, Inc (EBIS)**. EBIS is the only independent clearinghouse for business information on Egypt and is a source for business intelligence and support services on Egyptian economic and business matters. EBIS specializes in services critical to firms that wish to do business in Egypt. EBIS provides and certifies contractor source information, carries out market research, and provides credit and other data on all companies and government entities in Egypt. EBIS also publishes *EBIS Week*, a weekly notice of all significant public and private sector business opportunity announcements, including regular analysis of economic and business trends, with emphasis on private sector development.

AHA has also developed the **Lebanon Business Initiative**, which provides clients with the intelligence and support needed to operate in Lebanon's market. Among the services offered through the Lebanon Business Initiative are the following:

- Feasibility and market research studies
- Project and opportunity identification
- Tailor-made issue and risk analysis on business, economic, and political topics that affect international business
- Development of project finance
- Communications and public relations support
- Appointment facilitation and logistical support services inside Lebanon

Contact **Arthur Houghton Associates, Inc**
1100 Connecticut Ave, N.W., Suite 310
Washington, D.C. 20036
Tel (202) 293-3390
Fax (202) 293-3393
e-mail ahassocs@aol.com

Egyptian American Businessmen's Association

The Egyptian American Businessmen's Association (EABA) was founded in 1991. It is a non-profit organization dedicated to assisting Egyptian-Americans, U.S. corporations, and/or individuals in establishing, enhancing, and stimulating their business relationships in Egypt and the United States.

EABA provides a forum for the exchange of information pertinent to the development and promotion of economic ties between U.S. businessmen and their counterparts or prospective partners in Egypt. The Association also serves as a focal point and liaison when needed for channeling invitations to government conferences and seminars and arranges meetings for U.S. businessmen with relevant senior Egyptian government officials.

The EABA has organized many functions, including trips to Egypt for EABA members to meet with cabinet ministers and other top government officials. The Association also sponsors seminars, panel discussions, receptions, and workshops in the United States and Egypt to explore Egyptian business opportunities.

Contact **Sherine El-Abd**
50 Broad Street, Suite 1609
New York, NY 10004
Tel (212) 797-3474
Fax (212) 344-1050

National U.S.-Arab Chamber of Commerce

www.nusacc.org

The National U.S.-Arab Chamber of Commerce (NUSACC) is the leading trade association promoting commercial ties between the U.S. and the Arab world. NUSACC provides unique information, products, services, and contacts to facilitate business in a rapidly expanding market. NUSACC is linked to every chamber of commerce and industry in the Arab world, U.S. and Arab government officials, and business leaders in the Middle East and the United States.

Member services include

- *Trade Missions* NUSACC leads sector-specific delegations to the region, as well as provides forums for one-on-one meetings with visiting Arab delegations. Each mission offers an unprecedented opportunity to meet with potential business partners.
- *Conferences and Seminars* Throughout the U.S. and the Arab world, NUSACC delivers informative sessions aimed at addressing specific economic and business strategies for investment and trade in the region. Participants are afforded the unique opportunity of open forums with panelists and fellow attendees to discuss issues important to their needs.
- *Private functions and networking receptions* Throughout the year, numerous receptions and roundtable discussions are held with visiting officials and delegations from the Arab world, providing an exclusive event to make the high-level connections businesses desire.
- *Publications* NUSACC produces a variety of publications, including *U.S.-Arab Tradeline*, *U.S.-Arab Commercial Directory and Economic Guide*, and *NUSACC News*.

NUSACC also provides members with information requests and promotional opportunities.

Contact **Reema Jweied**
Director of Marketing and External Affairs
1100 New York Ave , N W
East Tower, Suite 550
Washington, D C 20005
Tel (202) 289-5920
Fax (202) 289-5938
e-mail rjweied@nusacc.org

US-ASEAN Business Council

The US-ASEAN Business Council is a national private organization in the United States representing private sector interests in ASEAN, the Association of Southeast Asian Nations. ASEAN currently comprises Brunei Darussalam, Indonesia, Laos, Malaysia, Myanmar, the Philippines, Singapore, Thailand, and Vietnam. The Council is dedicated to representing the U.S. private sector to compete for commercial opportunities and to expand commercial and economic ties between the United States and the ASEAN market. The Council's objectives are to

- Promote trade, investment, and technology transfer
- Remove all barriers to the expansion of commercial ties
- Promote U.S. competitiveness in ASEAN through strong private sector participation in a business-government partnership

Through its corporate members, the US-ASEAN Business Council impacts trade and investment policy to expand the U.S. competitive position in the region through powerful bi-lateral policy committees for each country, provides timely critical information, organizes programs and events that educate, and provides visibility for member companies and access to government and private sector decision makers at the highest levels. The Council also works at a grassroots level with small, medium and new-to-market companies through its Associate Membership program. The Associate Member program provides basic country information and trade leads. Through the State Member program, the Council supports state governmental efforts to promote their trade and investment in ASEAN.

Contact **US-ASEAN Business Council**
1400 L Street, N W , Suite 375
Washington, D C 20005-3509
Tel (202) 289-1911
Fax (202) 289-0519
e-mail mail@usasean.org

U.S.-India Business Council

The U.S.-India Business Council was formed in 1975 at the request of the two governments to strengthen U.S.-India relations and to facilitate dialogue on bilateral economic and commercial issues. The Council brings together Indian and American decision makers for constructive discussion of business conditions and policy issues. The Council's policy mission is carried out through working group committees that develop policy recommendations in specific sectors and present them to appropriate U.S. and Indian government officials.

Members of the U S -India Business Council are able to

- Network with business executives and meet government leaders from India and the U S at Council missions, conferences, luncheons, and other events Council members meet regularly with Ministers and Secretaries of the Indian government and hold policy discussions with India's premiere business organizations
- Participate in the Council's policy initiatives and share ideas with government decision makers in Washington, D C and New Delhi
- Develop policy recommendations for further reforms in key business sectors, including Financial Services, Insurance, Information Technology, Intellectual Property Rights, Power/Energy, Oil % Gas, and Transportation & Infrastructure

Contact **U S -India Business Council**
International Division, U S Camber of Commerce
1615 H Street, N W
Washington, D C 20062
Tel (202) 463-5492
Fax (202) 463-3173
E-mail india@us-india.org

U S -Morocco Council on Trade and Investment

Organized by the governments of the Kingdom of Morocco and the United States during the GATT Conference held in Marrakech in April 1994, the U S -Morocco Council on Trade & Investment comprises representatives of the two governments and representatives of the Moroccan and American private sectors The purpose of the Council is to look at ways of bringing more American investment to Morocco and of increasing exports in both directions Specifically, the Council

- Coordinates trade and investment opportunities for the U S and Moroccan private sectors
- Helps integrate private sector views into Moroccan trade policy development to help eliminate costly trade impediments that are preventing greater U S trade with Morocco
- Serves as an early warning system for major trade opportunities
- Fosters better integration of current U S government economic and trade policies toward Morocco
- Lays the groundwork for other committees working in the field of scientific and technology exchange

Contact **Juhanne Furman**
Director
BMCE Building
140 Avenue Hassan II
22 000 Casablanca, Morocco
Tel 212 2 20 04 60
Fax 212 2 47 14 17

ASIA/NEAR EAST EMBASSIES IN THE UNITED STATES

Bangladesh

2201 Wisconsin Ave , NW
Suite 300
Washington, D C 20007
Tel (202) 342-8372
Fax (202) 333-4971
e-mail banglaemb@aol.com
[http //members aol com/banglaemb/index.html](http://members.aol.com/banglaemb/index.html)

Cambodia

4500 16th Street, NW
Washington, D C 20011
Tel (202) 726-7742
Fax (202) 726-8381
e-mail cambodia@embassy.org

Egypt

2310 Decatur Place, NW
Washington, D C 20008
Tel (202) 895-5400

India

2107 Massachusetts Ave , NW
Washington, D C 20008
Tel (202) 939-7000
www.indiaserver.com/embusa/

Indonesia

2020 Massachusetts Ave , NW
Washington, D C 20036
Tel (202) 775-5200

Israel

3514 International Drive, NW
Washington, D C 20008
Tel (202) 364-5500
Fax (202) 364-5423
e-mail ask@israelemb.org
www.israelemb.org

Jordan

3504 International Drive, NW
Washington, D C 20008
Tel (202) 966-2664

Lebanon

2560 28th St , NW
Washington, D C 20008
Tel (202) 939-6300
Fax (202) 939-6324
e-mail emblebanon@aol.com
www.embofleb.org

Mongolia

2833 M St , NW
Washington, D C 20007
Tel (202) 333-7117

Morocco

1601 21st St , NW
Washington, D C 20009
Tel (202) 462-7979

Nepal

2131 Leroy Place, NW
Washington, D C 20008
Tel (202) 667-4550

Philippines

1600 Massachusetts Ave , NW
Washington, D C 20036
Tel (202) 467-9300
Fax (202) 467-9417
www.sequel.net/rpinus/wdc/

Sri Lanka

2148 Wyoming Ave , NW
Washington, D C 20008
Tel (202) 483-4025
Fax (202) 232-7181
e-mail slembasy@clark.net
www.slembasy.org